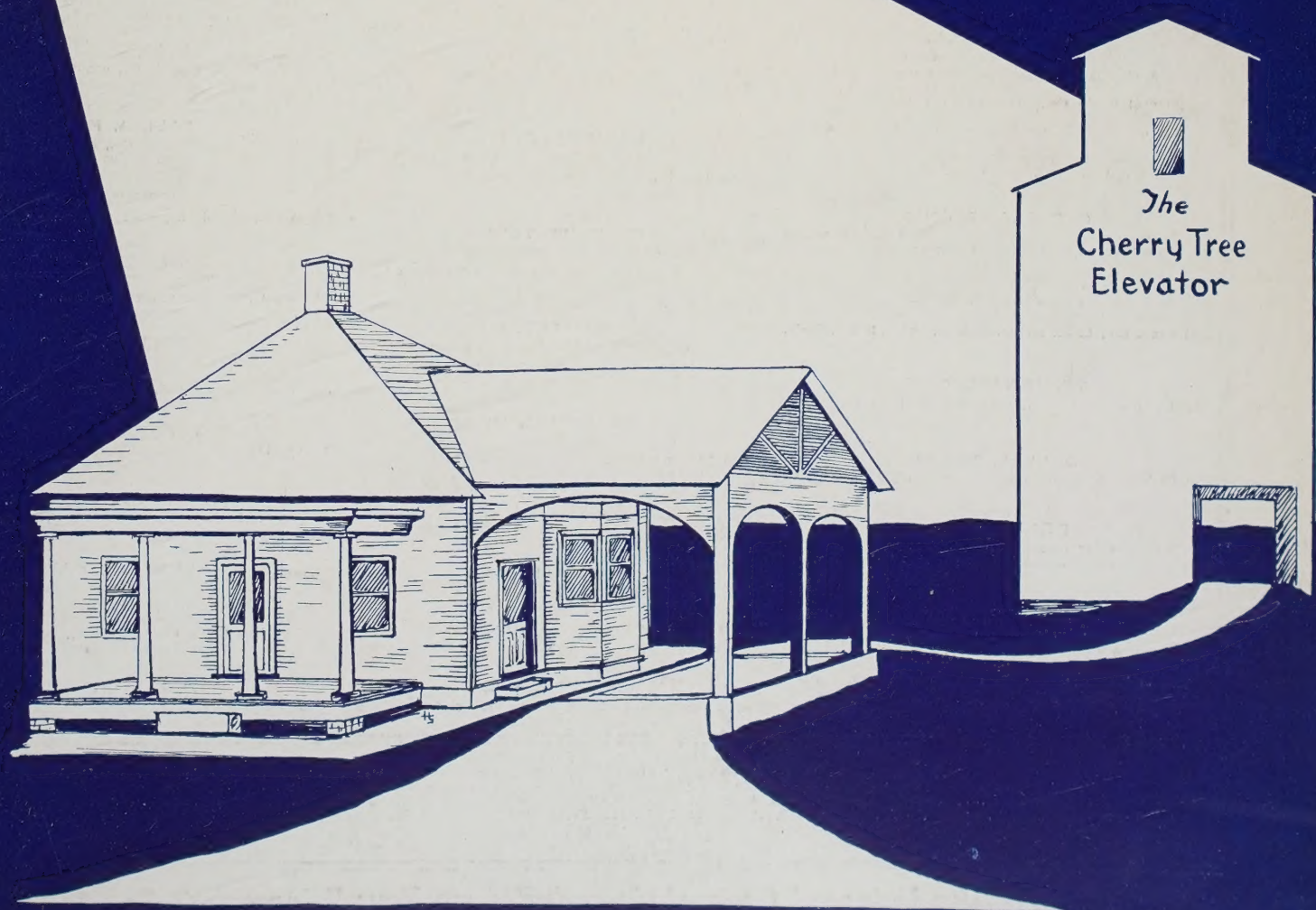
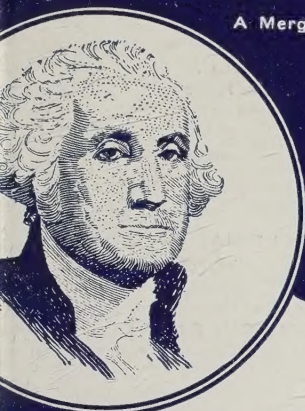


# GRAIN & FEED JOURNALS CONSOLIDATED

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# Directory of the Grain Trade

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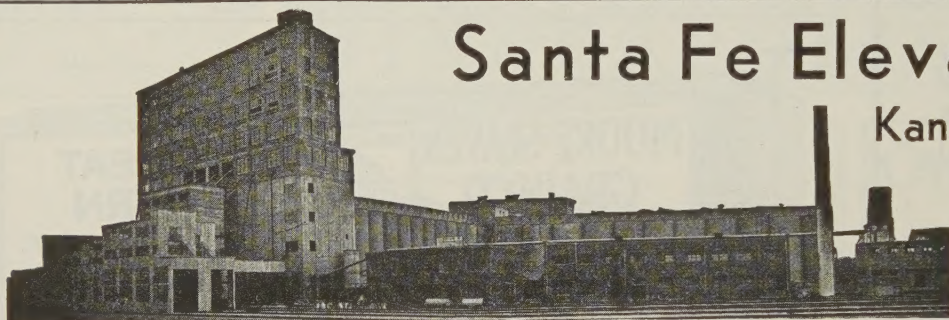
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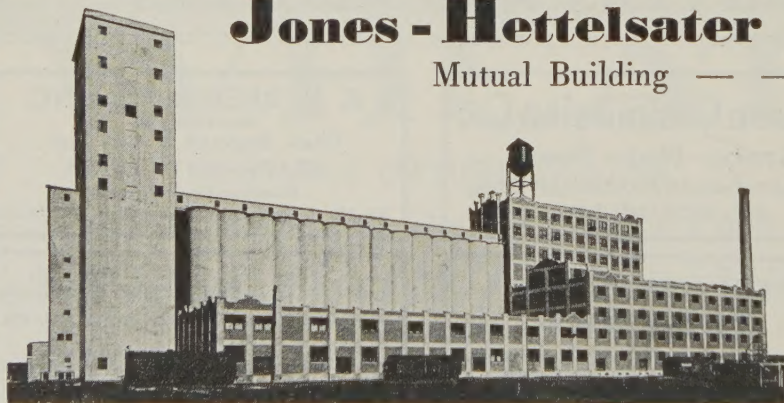
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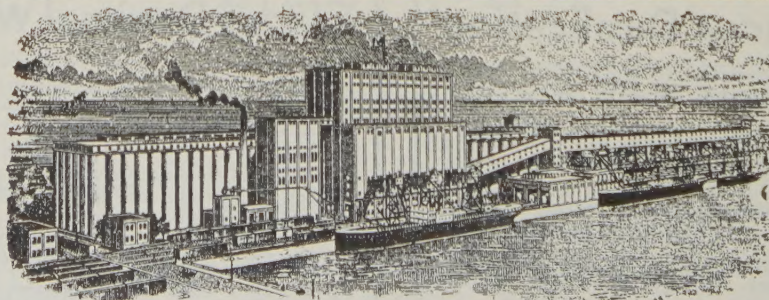
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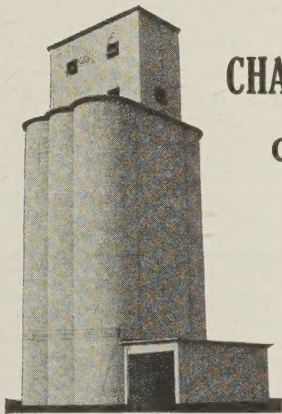
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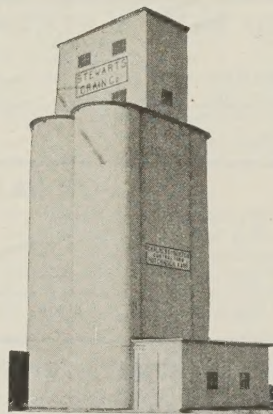
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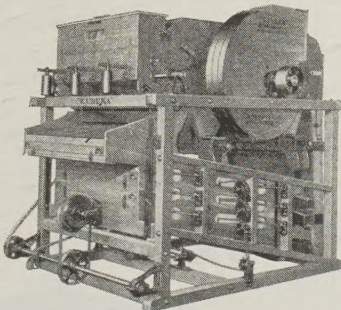


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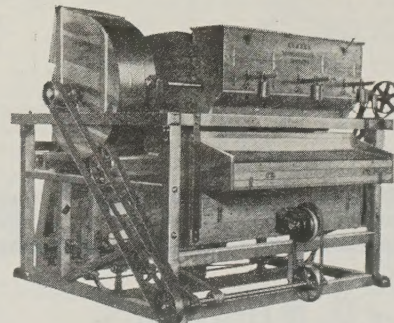
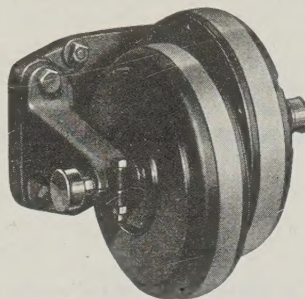
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**BUREAU COUNTY, ILL.**—15,000 bu. cap. country elevator and feed house for sale; good grain territory; building and mach'y, good condition. Burnett Farmers Elevator Co., Buda, Ill.

**8,000 BUSHEL ELEVATOR** with 22,000 bus. storage annex located in southern Nebraska. A real bargain; Bladen, Webster County, Neb. For further information write to Omaha Bank for Cooperatives, Farm Credit Bldg., Omaha, Neb.

**EASTERN MICHIGAN** elevator located in good territory; always a profit producer; needs additional working capital; old established business; write for further information on your business letterhead. Address 82D10, Grain & Feed Journals, Chicago.

**CRIBBED GRAIN ELEVATOR**—35,000 bu. capacity, 11 bins; flour and feed house; office and engine room, office equipment; located at Nunda, S. D. For further information write to Omaha Bank for Cooperatives, Farm Credit Bldg., Omaha, Nebraska.

**FOR SALE**—10,000 bu. cribbed elevator and equipment; coal sheds, office building and dwelling, cob and fuel house, lumber shed. Bradish, Boone County, Nebraska. For further information write to Omaha Bank for Cooperatives, Farm Credit Bldg., Omaha, Nebr.

**OHIO**—Modern, fully equipped elevator located in good grain and feed territory; capacity 7,500 bu.; on main line of railroad; grain drier; new Kelley Duplex hammermill; 1½ ton Kelley Duplex mixer (new); corn cracker; building and machinery in A-1 condition; reason for selling; other business. Address 82B2, Grain & Feed Journals, Chicago.

**CENTRAL INDIANA**—Modern completely electrified elevator with newly installed ton Burton Mixer, Jay B Grinder with magnetic separator; truck scales 20-ton heavy duty, large weighing out scales; elevator 40,000 bu. capacity, good billing to Indianapolis and Chicago, favorable Eastern rate; will offer for 30 days only. Address 82C7, Grain & Feed Journals, Chicago.

**Some SERVICE** to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

## ELEVATORS FOR SALE OR LEASE

**FOR SALE OR LEASE**—Two elevators in good feeding and farming communities; churches, good roads, fine schools, good opportunities. Newton Busenbark, Crawfordsville, Ind.

## ELEVATORS WANTED

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## FEED MILL & ELEVATOR FOR SALE

**EASTERN INDIANA**—Feed mill and elevator in very fine grain section. Settlement of an estate requires the sale. Liberty Mills, Liberty, Indiana.

## MILL FOR SALE

**NORTHWESTERN OHIO**—100 bbl. long system roller mill, 15,000 bu. storage; in best wheat and feeding section; new 16" hammermill and mixer just installed; 125 h.p. oil engine; illness and other business reason for selling. Address 82B5, Grain & Feed Journals, Chicago.

## FLOUR MILL FOR SALE

**100 BBL. MILL** in first class condition with good going paying business; fine agricultural section, a real opportunity; owner died suddenly. T. E. Dye, Agt., Urbana, Ohio.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

## BARTER AND EXCHANGE

**WANTED TO TRADE**—Almost new 50 h.p., 3 phase, 60 cycle, 220 volt, 3600 rpm, type QS Fairbanks motor, complete with starter for 75 h.p. motor and starter of same specifications; will pay difference in cost. Birchard Construction Co., Lincoln, Neb.

## SITUATION WANTED

**WANTED**—Position as manager of country elevator for farmer, line or individual company; thoroughly experienced in all branches of elevator business; reliable; excellent references. Address 82A11, Grain & Feed Journals, Chicago.

**FLOUR MILLER** and grain man with several years' experience in flour mills, grain elevators and dry feed mixing plants is open for a job of any kind in above lines; fair millwright and can keep plant in repair. Address 82D4, Grain & Feed Journals, Chicago.

## HELP WANTED

**WANTED**—Grain and seed buyer and elevator man with feed knowledge; some experience as retail salesman with farmers; state age and experience. Address 82D1, Grain & Feed Journals, Chicago.

## SALES AGENTS WANTED

Proven necessity for grain elevators, flour mills and processing plants. Outstanding opportunity for sales volume. Must have auto and sell on good commission basis. Territory open in East, Southeast, West and Northwest. State experience and qualifications. Address 82D13, Grain & Feed Journals, Chicago.

## BUSINESS OPPORTUNITIES

**ELEVATOR, lumber and coal business** for sale, Southeastern Iowa; main line railroad; good farming and wonderful business opportunity; health, reason for selling. Address 82D12, Grain & Feed Journals, Chicago.

**CENTRAL MICHIGAN**—Elevator and coal yard, doing nice business, equipped with double head attrition mill, corn sheller, ear corn crusher, feed mixer, corn cracker and grader, grain cleaner; cribbed bins for about 10,000 bu. storage; floor space about 80 ft. x 30 ft., two Ford trucks, 28 ft. coal conveyor with track feeder, lots of space for coal storage and shed for storing stoker coal. Office building separate from main building with truck scales along side with weighing beam inside of office. This outfit will be sold at a bargain price. Come and look the situation over. F. F. Whitmyer, Okemos, Mich.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## KEEP POSTED

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CONSOLIDATED

332 So. La Salle St., Chicago

A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

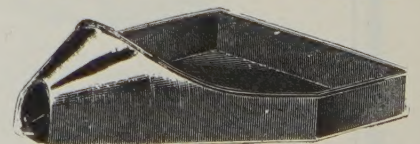
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Capacity of Elevator

Post Office .....

State .....

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Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, 2½x12x16½", \$2.00;  
Seed Size, 1½x9x11", \$1.65, at Chicago.

**GRAIN & FEED JOURNALS**  
Consolidated  
332 So. La Salle St., Chicago, Ill.



**MACHINES WANTED**

**WANTED**—Good used grain cleaner—700 bu. capacity with sufficient blower capacity to blow out dust, weevil, etc.—give description. Nappanee Milling Co., Nappanee, Ind.

**WANTED: Good Used Machinery**

Barnett Farm Crib  
1 7½ h.p. Elec. Motor 110-220 V., 60 cycle, 3 phase  
Elevator Head—1 wood elevator head for 36"x 15" pulley and 7x13" buckets and double fire pockets  
Elevator Boot—1 Standard C.I. Elev. boot for 20"x15" pulley  
Belting—132'0" — 14" 5 ply R. C. Belt  
Buckets—66 13"x7" Steel Ear Corn Buckets  
Elev. Bolts—300 ¼"x1" F. H. Elev. Bolts  
Legging—2 64" lengths Elev. Legging 1½"  
Front and Back 1½" Filler  
Sprocket Chain—30 ft. 0318 Griplock chain P & C  
Head Shaft—1 2 15/16 x 6'0" key sealed  
Safety Collars—2 2 15/16 safety set collars  
Post Hangers—2 2 15/16 Plain Oiling Adj. Post Hangers with Gr Cups  
Pulley for Head Belt—1 2 15/16 36" x 15" D B C I Pulley K. S. & 4 S. S.  
Sprockets—1 2 15/16 33.25" P. D. No. 78 C. I. Spr. Wheel 40 T  
Driver on Head Shaft—K. S. & S. S.  
Counter Shaft—1 2 7/16" x 9'0" Key Seated one end  
Driver Sprocket Wheel—1 2 7/16—10.08" P. D. No. 70 C. I. Spr. Wheel 12 T; 2 2 7/16 Safety Set Collars; 2 2 7/16 Ring Oil Adj. Post Hangers  
Roller Bearing—1 3" diam. 18" face for elev. belt  
Pillow Blocks—14 1 7/16" boxes  
Shafting—1 1 7/16 x 9'0"; 3 1 7/16 x 3'0"  
Pulleys for 1 7/16" shaft; 1 1 7/16" 18" D x 9" F.; 1 1 7/16" 20" x 9" F.; 4 1 7/16" 12" x 9" F.  
Sprockets—1 1 7/16" 24" D No. 45; 2 1 7/16" 12" D No. 45; 1 1 7/16" 6" D No. 45.  
Collars—2 1 7/16"  
For 2 7/16" Shaft—Pulleys  
1 2 7/16" 24" D x 9" F. C. I.  
1 2 7/16" 42" D x 10" F. C. I.  
For Motor Pulley 8" D x 9" Face C. I.  
Belting—40 Ft. Lt. D Leather Belt 8" wide; 210 Ft. 5 Ply R. C. 8" wide; Standard Drag 1 10 Ft. length complete, 3 Ft. extra  
Pintle Chain No. 45 54 Ft.  
Clutch for 2 7/16"  
1 14" Turn Head for corn elev.  
32 Ft. 14" Corn Spouting  
1 300 lb. Auto Dump Gr. Scale  
1 3 ton W.H. Dormant Scale  
1 20-ton Truck Scale  
1 Howe Rotary Knife Cutter (Cracked Corn)  
1 400-600 Com. Corn Sheller and Cleaner  
1 Dings Magnetic Metal Remover  
Shultz Seed Co., Olney, Ill.

**MACHINES FOR SALE**

**CORN CUTTER & Grader**—has motor—used very little. 82A7, Grain & Feed Jnls., Chicago.

**FEED MIXER**—one ton—floor level feed—has motor—good as new. Write 82A9, Grain & Feed Journals, Chicago, Ill.

**HAMMER MILL** with 25-h.p. motor and all attachments. Priced to sell. Write 82A10, Grain & Feed Journals, Chicago, Ill.

**FEED MIXER** for sale, has motor, and a late machine. Need space. Will sacrifice. Write 82A8, Grain & Feed Journals, Chicago, Ill.

**FOR SALE**—Factory reconditioned truck lifts. One Standard Model Kewanee with steel safety guard; one Stone Air Pressure I-beam type overhead; miscellaneous assortment of extra air tanks and compressors. Ask for detailed specifications and prices. Portable Elevator Mfg. Co., Bloomington, Illinois.

**FOR SALE**—2-4 bbl. Peerless Batch Mixers; 2 Forster Scourers Size Nos. 15 and 19; 5 Rotex Sifters; Several Stands of 9x30 and 9x36 N&M Rolls; 2 Stands of Allis 9x24 Wicker Type Rolls; 2 Stands of 9x30 Allis Shell Bearing A Drive Metal Housing Rolls; 1 No. 4 Forster Hammer Mill; 3 No. 4½ Perfection Allis Bolters; 1 Six Section N&M metal Plane Sifter; 1-3 high 9x18" N. M. Corn Sifter. F. W. Mann, Box 67, East St. Louis, Illinois.

**MACHINES FOR SALE**

**FOR SALE**—Bender Overhead Truck Lift in good condition, 30 ft. track. Priced for quick sale. Enos Grain Co., Morocco, Ind.

**FOR SALE**—Rebuilt Attrition and Hammer Mills, Mixers, Corn Cutters, Engines, Motors, Etc. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

**FOR SALE**—8 Sec. Plansifter; Corn Sheller; new Bran Packer; Friction Drive; Exact Weight Scale; many other items. McWilliams Mill Machinery, 332 E. Ky. St., Louisville, Ky.

**FOR SALE**—170 ft. of 9-in. 4-ply rubber belt with 142 8x5 cups attached; good as new. \$80.00; 1 used McMillin hoist without power for one dump door. \$125.00. Address 82D5, Grain & Feed Journals, Chicago.

**SELL YOUR SECOND HAND** Machines Now—tomorrow they will not be worth as much as they are today. A shiny machine which has just been in operation sells quicker and brings a bigger price than a dirty, rusty one.

**ENGINES FOR SALE**

**FOR SALE**—20 h.p. Fairbanks-Morse gasoline engine, in good working order. F. L. Yeoman, Hanna Lumber & Grain Co., Hanna, Ind.

**MOTORS—GENERATORS****ELECTRICAL MACHINERY**

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

**REBUILT ELECTRIC MOTORS:** Save 50% on your motor costs and secure fully reconditioned motors—all types and sizes. **ONE YEAR GUARANTEE.** Complete motor rewinding and repair service. Write us on your requirements, we buy, sell, trade, and exchange. Send for complete stock list, Bulletin No. 60, thirty-two illustrated pages, mailed free on request. Rockford Electric Equipment Co., 728 South Wyman Street, Rockford, Illinois.

**SCALES FOR SALE**

**FOR SALE**—15 ton 18 foot Type S. Fairbanks with registering beam; AA1 condition. Box 305, Dallas, Texas.

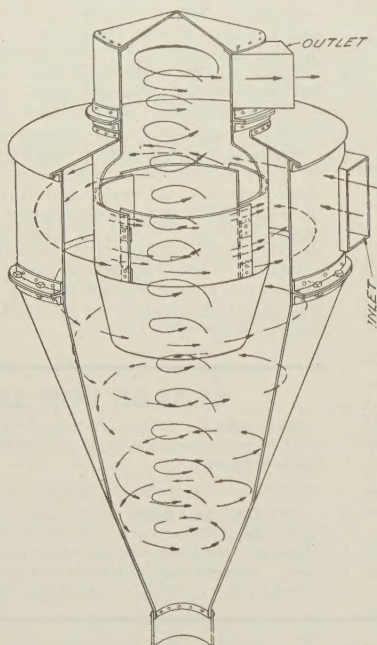
**TRUCK SCALES,** new and rebuilt, 8x16 to 9x50 platforms, 10 to 50 ton capacities. Also Counter and Warehouse Dormant Scales, Motors, Generators, Electrical equipment. J. Rosenbaum & Son, Centerville, Iowa.

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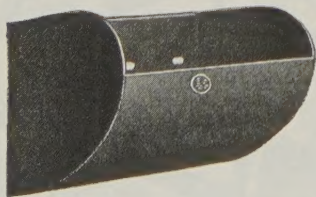
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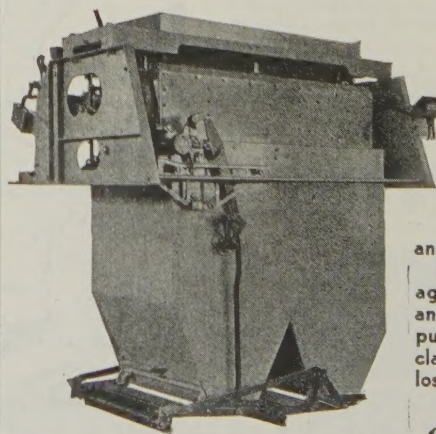
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# GRAIN & FEED JOURNALS

CONSOLIDATED  
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of  
**GRAIN DEALERS JOURNAL**  
Established 1898

**AMERICAN ELEVATOR & GRAIN TRADE**  
Established 1882

**THE GRAIN WORLD**  
Established 1928

**PRICE CURRENT - GRAIN REPORTER**  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

**THE ADVERTISING** value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., FEBRUARY 22, 1939

AN IOWA elevator manager who bought stolen grain from a gang of boys is now residing in one of the state's detention homes. Those who buy grain from strangers owe it to themselves to insist upon having name and address as well as the auto license number on every ticket.

FEBRUARY and March are favored months for fires due to spontaneous combustion to break out in bins that were filled after harvest with wet oats. Close watch must be kept on damp oats after being disturbed or after an adjoining bin has been emptied, letting in oxygen to energize the smoldering fire.

BRAZIL burning coffee by shiploads to get rid of it while police in Germany are called on to disperse long lines of women waiting to buy "ersatz" coffee, a miserable mixture of coffee and barley used to eke out the artificial scarcity, form a striking picture of what is wrong with distribution—governmental interference.

TRUTHS disconcerting to our crackpot planners sometimes find their way into government publications, as in the U. S. D. A. press release of Feb. 8, stating "Prices received by producers are affected more by world supplies and general price-level movements than by the quantities of wheat for sale in the United States."

REPEAL of the Wage and Hour Act seems to be the only way out of the local difficulties developing from nationwide enforcement of its rigid requirements. Attempts to adjust the federal act to local and different industry conditions by bureaucratic rulings will eventuate in a government by men instead of a government by law, most distasteful to a free people.

GROWERS of crops of which not enough is produced in the United States should have the privilege of unrestricted production. The recognition of this principle for the benefit of Florida planters of sea island long staple cotton should be extended to growers of certain desirable varieties of hard wheat grown in the Northwest and Southwest, of which there is no surplus.

COMMODITY CREDIT CORPORATION checks for 2c a bushel for handling sealed corn of the 1937 crop delivered to it in satisfaction of loans, are at last reaching the elevator operators. Returns are being received months after the corn was handled and shipped in accordance with Corporation instructions and at a price that hardly covers the cost of the service.

PRICE-FIXING under the coal act is declared a failure by the bituminous operators. Price-fixing was the primary objective of the act creating the bituminous coal commission; but a fair level has not been attained despite the cooperation of the operators for the past two years. Declaring that conditions within the industry have gone from bad to worse and are approaching a desperately serious crisis the operators have drawn up a plan to amend the law in many particulars to relieve the industry from the strangling hold of the bureaucracy.

LEGISLATION desired by trade organizations can be put thru more easily if the drafters would take a leaf out of the book of the Washington brain trust which always chooses an attractive label, even a misnomer, for the old National "Recovery" Act, or our "Fair" Labor "Standards" Act, the one really intended to regiment industry and the latter to place industry under bureaucratic control. Going farther, trade interests could profit by actually revising their measures to have an appeal as actually being in the public interest, by adding to their bill items for which they do not care but which gather votes in the legislature.

GRAIN BUYERS of districts where farmers use machine corn pickers are experiencing much difficulty in separating the husks from the cobs and the grain. Any one succeeding in making a satisfactory separation should let all members of the trade know how.

THAT thirty Class I railroads failed to earn expenses and taxes in 1938 should be sufficient warning that their largest item of expense, the cost of labor, must be reduced, failing which they must be subsidized by the taxpayers, if they are to continue to operate.

CLEANING AND TREATING seed grain has resulted in such remarkable improvement in the harvesting returns that alert grain dealers are advertising their facilities for helping their patrons to better seed and increased yields of choice grain. The service is profitable to the grain buyer and to his farm patrons.

GRAIN and feed dealers in different sections of the country have recently created unusual excitement celebrating a rat killing day. The Olympia Feed Company of Olympia, Oregon, thought to establish a new record by killing 216 rats in November, but an Iowa dealer has outdistanced this slaughter by killing 269 in a week. Who's next?

CROP IMPROVEMENT agencies will be encouraged in their good work by the example of Caldwell County, Missouri, where three-fourths of the farmers have been persuaded to grow a single variety, known as Columbia oats, yielding 43 bus. per acre on an average, against 26 bus. for other varieties on equally good soil. Farmers must be cautioned against buying farm seed of any kind that has yielded exceptionally well elsewhere than in the county where it is to be sown. Before buying seed for the whole field it is wisest to consult the state experiment station as to adaptability.

COMMODITY exchanges hoping to maintain or increase their volume of transactions will profit by bearing in mind that contracts must be made attractive to the buyers. The sellers are always with us, having the annual crops to dispose of, and can be depended upon to trade if there is a high price at which to shoot; and this high price is created by eager buyers satisfied that they are getting a good deal. Last October when the new lard contract went into effect on the Chicago Board of Trade misgivings were honestly entertained as to the advisability of practically guaranteeing that the lard tendered would be of the grade certified. Formerly any lard properly certificated could be tendered. Now there is a time limit on the age of the commodity. Proponents of the change are gratified that after several months have elapsed the provision pit is experiencing an upsurge in the volume of trading.



FAR SIGHTED merchants who quote prices in catalogs are expecting increased taxes to be assessed. One Michigan seed and nursery company prefaces its catalog with an announcement that "Should our taxes be increased or currency be inflated so as to increase our costs, prices quoted in this catalog will be increased to cover our increased costs." So many new wild schemes call for additional revenue for burocratic spending the taxes of everyone will likely be greatly increased unless all business organizations join in a demand for reductions.

ONE COUNTRY ELEVATOR operator in Illinois is worrying himself sick over how to collect for a 100-bushel shortage in a car of sealed corn he shipped in accordance with Commodity Credit Corporation instructions. The shortage was taken out of the returns made to him, on the basis of out-turn weights. He can not make claim against the railroad company, because the Commodity Credit Corporation signed the bills of lading. At the same time he is unable to find anyone in the Commodity Credit Corporation offices who will make the claim, and reimburse him accordingly.

THE ACTIVITY of the agricultural experiment stations and especially the live crop improvement associations in the interest of treating seed grain for smut promises greater vigilance in the preparation of seed for spring sowing than for many years past. The benefits of greater care in the selection, the cleaning, the testing and the treating of seed is so pronounced, it is almost unbelievable that any grain grower interested in the results should hesitate to take every precaution possible to increase his chance of obtaining a large crop of superior grain. The more the grain buyers urge their farmer patrons to exercise greater vigilance in the selection and preparation of their seed, the more profitable the results for all concerned.

WHEN 207 pupils in the sixth, seventh and eighth grades at the Mozart elementary school in Chicago were asked to identify a few stalks of wheat, only 54 said, "Wheat." Fewer than half, 109 to be exact, honestly said they did not recognize the plants; 27 thought them to be oats; eight, rye; five, barley; one, corn, and one believed the stalks of wheat to be corn cobs. In a country as predominantly agricultural as our own, where the fates of millions of farmers and thousands of elevators hangs on the price of wheat, it seems something must be amiss in an educational system that permits half the pupils in the top grades of elementary schools to remain ignorant of the source of their daily bread. Presumably some of these pupils will be politicians when they grow up. At that, they seem to know as much about wheat as some of our present law-makers.

AN IOWA feed dealer has recently obtained volumes of free advertising by clearing the snow around his office and inviting all members of the feathery tribe to "Come to lunch." Their numbers are very large and after each meal they spread the good news to all of their brothers and sisters in the highways and by-ways.

### Subsidizing the Railroads

It seemed strange at the time that the railroads should drop their demand for a 15 per cent wage reduction after having made a perfectly good case. Altho everything else had come down, railway wages were and are higher than the 1929 scale. Yet after a conference with the administration at Washington, the railroads laid down.

It is evident now that the railroads were led to believe they would be subsidized by the government. The general counsel of the Ass'n of American Railroads said Tuesday night, in an address at Philadelphia, "We can not expect an intelligent solution of the transportation situation if certain forms of transportation are the beneficiaries of government subsidy while others are not."

To place the rail carriers on an equality with the heavily subsidized highways and barge lines, it would have been necessary to withdraw the subsidies granted by the states and the federal government in providing competing carriers with roads and waterways at less than cost. The administration must have shown them that this is impossible, as to the highways, since the public seems to demand good roads at any cost to the public treasury.

Hitherto the railroad companies have bent all their energies toward improvement and economy in transportation. They cut their operating expenses in 1938 30.8 per cent below 1930, altho they maintained their wage scale. They operated their engines more efficiently, producing more ton miles per pound of coal burned. In every factor of cost, except that of labor, reductions were accomplished, and labor is their largest item. The sound judgment that led them to demand a wage reduction to round out all their other endeavors should have been persisted in, for the benefit of the shippers and taxpayers.

Under contemplated subsidized operation, the railroads can be expected to drop their praiseworthy efforts for economy and work solely to increase the subvention from the public treasury. Their managements will have to go into politics, will have to grant unwarranted favors to influential interests having political power; and, like the Canadian National, keep in operation branch lines that are losing money every day. In short, the management of the railroads can be expected to become political, with all that that implies.

### Hidden Taxes Becoming Burdensome

Hidden taxes on all classes of insurance policy holders is being denounced most vigorously by the Chamber of Commerce of the U. S., which has compiled statistics showing the payment of over \$103,000,000 in hidden taxes during 1937. This includes only state levies on insurance companies which they are required to pay in addition to taxes commonly assessed on other lines of business.

In order to continue in business, of course, the insurance companies must pass this extra burden on to policy holders. While these special taxes in the beginning were assessed to defray the expenses of insurance supervision, only a little over five million is now being spent for the maintenance of the state insurance departments. The scheming burocrats now collect so many unnecessary fees from overburdened taxpayers their increasing assessments along this line is bound to stimulate vigorous opposition to all their activities.

### Discounting Hybrid Corn

Exhaustive tests made by the Ohio State Experiment Station as published fully elsewhere in this number show that hybrid corn on the ear will shell out two or three pounds less per 100 pounds than will the open-pollinated ordinary varieties commonly and hitherto handled by the country elevator operator.

In districts where much corn is purchased on the ear this increased loss in shelling becomes a serious matter for the buyer who must protect himself by taking a discount according to the shelling percentage of the variety bought.

Buyers in the Corn Belt who must dock the farmer 1 or 2 cents per bushel on hybrid ear corn as compared with the open-pollinated varieties should be pleased to have the official support of the Ohio Experiment Station with which to meet any objections by the farmers.

Another reason for taking a big discount on hybrid corn bought in the ear is the excessive moisture content. The prize-winning Iowa hybrid corn this year contained an excessive percentage of moisture.

The common practice of the breeders of hybrid corn is to breed for a variety that will satisfy their largest outlet, the cattle feeder. They have done nothing, as yet, to breed corn for special purposes, such as a greater percentage of oil, gluten, or starch; and could not be asked to breed for more corn on the cob, if it meant fewer bushels to the acre.



## Another Governmental Fizzle

The Canadian government has finally come to recognize that it cannot afford to establish a minimum price of 80c for wheat grown in Canada so will discontinue guaranteeing this price to Canadian farmers at the end of the current crop year. While the attractive bonus of 15c to 20c a bushel over current world prices has cost the Dominion government about forty-eight million dollars, the politicians are still floundering about trying to discover some new scheme for helping the farmer to ignore economic laws.

Wheat consumers of the world will not pay one penny more than is necessary to obtain their food supply and while some governments may try to establish better prices, experience proves that all are helpless. Many have tried it, but all have failed.

The international wheat conferences have never accomplished anything of benefit to anyone. The many impractical schemes presented at these conferences are ludicrous. The politicians are simply helpless when it comes to suppressing the law of supply and demand.

Argentina has attempted to control its grain exports through its profits on foreign exchange, but the small exports so far this year would seem to forecast a heavy loss on the marketing of the new crop.

Brazil, with a stubborn persistence, continues to try to boost the price of coffee, but still it has not succeeded in filling up the Atlantic with surplus crops so the returns from each new crop swells the loss.

Great Britain, on the other hand, was shrewd enough to recognize its inability to control the price of rubber so retired from the merchandising field years ago and has suffered no further losses from attempted regulation of commerce.

Our own agricultural dreamers have scored so many dismal failures in their attempt to regulate the farmers' activities and the farmers' markets that all hope of their ever profiting by their own experiences or the experiences of other governments must be abandoned. If all producers were permitted to regulate their own activities, the depressing influence of surplus production would soon shrink the volume of production and gauge agricultural activities to meet the needs of the market.

The present winter wheat crop prospect is being ignored by the impractical bureaucrats who are now planning acreage allotments and restrictions which will prove just as harmful as preceding schemes. While the bureaucrats may have an honest desire to help the farmers of the land, their schemes so far have proven so impractical that the injury to agricultural interests has far outweighed any benefits which might have been honestly expected.

## Look Out for New Wage and Hour Legislation

Grain and feed dealers need to watch pending legislation with greater vigilance than ever, because of the many impractical bills now pending. The wage and hour bill promoted by the federal labor department in all state legislatures will strangle the business of many enterprising merchants.

The new bill is not in harmony with the federal wage and hour law, but applies also to all outside salesmen, all retail establishments, and places a limit on maximum daily hours as well as weekly hours so that every employer will be required to keep an extensive system of time books.

Another ridiculous provision of the pending law prohibits, regardless of overtime payments, any employment over the specified hours. In other words, the bureaucrats have become obsessed with the idea that they will regulate all business activities even though most of the employers are forced into bankruptcy.

Those who have lost money trying to comply with the federal regulations have not yet obtained any payments to reimburse them for their losses, which will surely be much greater under the state regulation of hours and wages now pending.

## Grain Elevator Fires and Their Causes

As usual the record of fire losses on grain elevators insured in the Grain Dealers National Mutual Fire Insurance Company during the last calendar year presents many helpful facts for owners of grain elevators interested in correcting the known fire hazards of their plants and thereby reducing the number of grain elevator fires and the cost of fire insurance.

At last the elevator owners seem to have forgotten their old time heresy, which for years paralyzed owners whose elevators caught fire with a fatalism that induced them to abandon their plants to the flames the minute they discovered smoke. Owners and operators have gained more confidence in the fire fighting apparatus now generally provided by every cautious owner, as well as in their ability to cope with the fire fiend, and all now laugh at the oldtime coward, who on the discovery of fire ran panic stricken down the street yelling "Fire! Fire!!" and faintly hoping some one would save his property from the flames.

The fire fighting spirit of the modern elevator owner is clearly reflected by the fact that 21 elevators insured for \$355,190 were saved from destruction last year by the prompt use of barrels of water and fire extinguishers placed at convenient points about the plant. The total loss on these 21 plants was a trifle over \$1,000

which stands as a pleasing testimonial to the elevator owners who provided ready equipment for extinguishing fires and then used it most efficiently.

The insured value of the 88 plants saved from total loss aggregated \$1,052,419. One plant was saved through the use of standpipe and hose. Five fires were extinguished by automatic sprinklers and 41 plants insured for \$380,828 were saved through the timely arrival of local fire departments. The appraised loss on these 88 plants aggregated only \$11,980.45. In other words 88 elevators were saved with small loss because their owners saw to it that fire fighting equipment was provided in advance.

On the other hand, 129 plants suffered a fire loss of \$227,779.89. Eleven of the fires which resulted in the total destruction of the elevators occurred in daylight, while 30 of such fires occurred at night when few persons were about. Fifty of the partial loss fires occurred in daylight and 30 at night.

The perusal of the known causes of the 129 fires which occurred during the last calendar year and the 3,557 fires that occurred since the Grain Dealers Mutual started to write grain elevator risks thirty-six years ago are given in the following table:

| Cause   | Causes for 36 Years |                | For 1938 |              |
|---|---------------------|----------------|----------|--------------|
|   | Number              | Loss           | Number   | Loss         |
| Automobile and Motor Trucks   | 7                   | \$ 5,830.64    | none     | .....        |
| Cob Burners and Cob Houses..  | 26                  | 105,325.06     | 2        | \$ 13,785.09 |
| Electrical Hazard .....   | 367                 | 160,083.91     | 13       | 21,310.20    |
| Explosions in Building .....  | 54                  | 79,553.49      | 5        | 3,553.23     |
| Exposure .....  | 264                 | 276,028.89     | 12       | 1,887.76     |
| Fuels & Stoves  | 159                 | 232,370.78     | 5        | 412.80       |
| Friction .....  | 407                 | 778,848.62     | 13       | 15,030.87    |
| Grain Drier .....   | 16                  | 21,962.79      | none     | .....        |
| Incendiary .....  | 71                  | 210,659.63     | 2        | 193.07       |
| Lighting, other than electric.  | 15                  | 32,120.78      | none     | .....        |
| Lightning .....   | 523                 | 562,453.04     | 8        | 1,423.60     |
| Locomotive Sparks .....   | 190                 | 443,326.35     | 2        | 6,558.66     |
| Sparks other than locomotive .....  | 23                  | 56,086.76      | 2        | 60.67        |
| Matches, other than smoking   | 42                  | 56,836.86      | 1        | .....        |
| Internal Combustion Engines, Power House and Power, other than electric ..... | 209                 | 395,750.12     | 2        | 132.17       |
| Railroad Accident .....   | 2                   | 4,508.96       | none     | .....        |
| Spontaneous Ignition .....  | 135                 | 143,364.53     | 7        | 3,252.13     |
| Tramps .....  | 32                  | 71,293.04      | 4        | 165.24       |
| Unknown .....   | 928                 | 3,523,003.48   | 51       | 160,014.40   |
| Miscellaneous .....   | 87                  | 61,889.54      | none     | .....        |
| Total .....   | 3,557               | \$7,221,297.27 | 129      | \$227,779.89 |
| Salvage and Reinsurance .....   |                     |                |          | 32,448.96    |
|   |                     |                |          | \$195,330.93 |

ENTERPRISING country elevator operators are outdoing one another in improving their offices and showrooms in hope of attracting more and better business and their improved service has justified a wider margin. The old dark, dirty office which throughout the years has been used as headquarters for the Nail Keg Club has been abolished, the front walls cut out and an attractive display of sidelines exhibited to the delight of regular patrons.



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

### Bolts Clear Corn Screen

*Grain & Feed Journals:* D. C. Petty, our millwright, has found a way to keep corn husks from clogging our cleaner screen. Much of the corn we receive is machine picked and most of the ears still have the husks on. These husks refused to come out of the screen. They would fill the screen completely full, causing a choke-up from top to bottom.

We have a Western corn sheller and a Western screen. The screen is located at the top of the elevator. To correct the clogging difficulty from the husks on machine picked corn, Mr. Petty put two  $\frac{3}{8}$ -inch bolts across from each other, four inches from the end of the screen, where the cobs come out. He used carriage bolts, fastening them in the screen with two nuts, and sawing off the heads. Since then we have had no trouble with clogging.

We have also built a separate bin for cobs, and separate the cobs and husks, which reduces what was before a serious fire hazard.—H. L. Motz, Motz-Cook Grain Co., Brice, O.

(Ed. Note—Mr. Motz fails to tell us whether he is using a Western gyrating cleaner, or a Western husk reel. We'll leave that to you to figure out.)

### Inroads of Roving Retailers

*Grain & Feed Journals:* The established feed dealer and his local business associates in other lines all feel the inroads from roving retail business via trucks. Established firms must for the special privilege of merchandising assume all general and special taxes besides the truck fees and gas tax. They pay rentals and maintenance of real estate and buildings, regular wages for employees in the community, all the various operating expenses of a business, all civic obligations; and these activities are reflected thru the whole economic structure for public and private employment and living.

Can it be unfair if we join with other local merchants in small and big centers to ask that the revolutionary gypsy merchant now undertake equitable obligations to the government, the public, the producer and the consumer comparable to established business? Either let's withdraw regulation from all merchandising, or place equal obligations with equal opportunities on all similar business activity.—I. J. Stromnes, sec'y California Grain, Hay & Feed Dealers Ass'n, Sacramento, Cal.

### Sale of Encumbered Grain a Felony

*Grain & Feed Journals:* In checking up lien laws I discovered on our statute books a law penalizing the sale of grain covered by chattel mortgage or landlord's lien. This law might be improved by adding the words "any other liens."

The law reads as below.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

AN ACT declaring the sale of grain and other farm products, upon which there is a chattel mortgage or landlord's lien, without giving notice in writing of such lien to the purchaser or without refunding advancements made on such grain and farm products, where sale thereof is made to any person, firm or corporation other than the one making such advancement, to be a felony, providing punishment for such unlawful sale, and declaring an emergency.

(S260 Approved Feb. 25, 1907.)

#### Mortgages and Liens on Grain

Section 1. Be it enacted by the General Assembly of the State of Indiana, That whoever unlawfully sells or disposes of any grain or other farm products upon which there is a chattel

mortgage or landlord's lien, without giving notice, in writing, to the purchaser that such lien exists thereon, or whoever before or after maturity of any crops sells or agrees to deliver to any person, firm or corporation any grain or other farm products, and receives an advancement from such person, firm or corporation, in money or other thing of value, on account of such sale, and after the maturity of such grain or other farm products sells and delivers such grain or other farm products to any person, firm or corporation, other than such purchaser, without first refunding the advancement so received thereon, shall be deemed guilty of a felony, and upon conviction thereof shall be imprisoned in the State's prison not less than one year nor more than three years, or fined in any sum not exceeding one hundred (\$100.00) dollars or both.

### Record Attendance Expected at Elevator Superintendents' Meet

Harry Thoms, general convention chairman, expects a record-smashing attendance at the 10th annual convention of the Society of Grain Elevator Superintendents of North America at Milwaukee, Wis., Apr. 2 to 5. Hotel Pfister has been selected as headquarters. About 250 are expected.

Every year this newer association attracts outstanding elevator superintendents from increasingly distant points.

Gaining astounding momentum is the superintendents' annual safety contest, and, in addition to the class "A," "B," and "C" trophies, both a gorgeous three-year cup and a two-year cup have been donated by the H. H. Robertson Co. and the Appraisal Service Co. This phase of the association's work is showing more and more enlistments every year, with quite satisfying results.

### J. J. Fones Passes Away

James J. Fones, ex-sec'y of Chicago Board of Trade, passed away at Pasadena, Cal., Feb. 19, aged 79 years.

A native of Rhode Island he went with his father to Iowa where at the age of 19 he began in the grain business at Wall Lake as Fones & Son. When his father retired a year later the firm became Fones & Connor, operating a number of country stations with headquarters at Tama.

Removing to Boston, Mass., Mr. Fones for two years operated the old Union Elevator; and in 1890 went with W. S. McCrea & Co., at Chicago, joining the Board of Trade at the same time. After having been with this firm for 10 years he took charge of the general commission business of the Northern Grain Co. In 1912 he took charge of the receiving business and cash grain department of E. W. Wagner & Co., then a large private wire house.

He was elected a director of the Board of Trade in 1914, second vice pres. in 1920 and first vice pres. in 1921. For five years until he sold his membership in 1928 he was secretary of the Board of Trade, removing then to California. For six years he served on the arbitration com'te of the Board of Trade and for two years was one of the three members of the state board of grain appeals.

The British Government is reported to have purchased of Calcutta mills large quantities of burlap for sand bags for defense, causing a sharp rise in the price of grain bags.

The A.A.A. wheat bribe this year will be 17 cents per bushel, plus a parity payment of 10 to 12 cents, making the total benefit payment somewhere between 27 and 29 cents per bushel.

### Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Feb. 22, 23. Ohio Farmers Grain Dealers Ass'n, Waldorf Hotel, Toledo, O.

Apr. 2, 3, 4, 5. Society of Grain Elevator Superintendents of North America, Pfister Hotel, Milwaukee, Wis.

April 6, 7. The Farmers Co-operative Grain Dealers Ass'n of Oklahoma, Enid, Okla.

April 20, 21, 22. California Hay, Grain and Feed Dealers Ass'n, San Francisco, Cal.

May 1, 2. Western Grain & Feed Dealers Ass'n, Sioux City, Ia.

May 11, 12. Illinois Grain Dealers Ass'n, Abraham Lincoln Hotel, Springfield, Ill.

May 15, 16. Panhandle Grain and Feed Dealers Ass'n, Amarillo, Tex.

May 17, 18. Oklahoma Grain and Feed Dealers Ass'n, Enid, Okla.

May 19, 20. Kansas Grain, Feed & Seed Dealers Ass'n, Kansas City, Mo.

May 25. Missouri Grain, Feed & Millers Ass'n, The Elms Hotel, Excelsior Springs, Mo.

June 5, 6. Central Retail Feed Ass'n, Inc., Schroeder Hotel, Milwaukee, Wis.

June 6. Northwest Country Elevator Ass'n, Minneapolis, Minn.

June 7, 8, 9. Pennsylvania Millers and Feed Dealers Ass'n, Nittney Hotel, State College, Pennsylvania.

June 12, 13. American Feed Mfrs. Ass'n, Saranac Inn, Saranac Lake, N. Y.

June 12, 13, 14, 15. American Seed Trade Ass'n, Fairmont Hotel, San Francisco, Cal.

June 18, 19, 20. Ohio Grain, Mill and Feed Dealers Ass'n, Commodore Perry Hotel, Toledo, O.

Oct. 2-3—Grain and Feed Dealers National Ass'n, Nicollet Hotel, Minneapolis, Minn.



J. J. Fones, Ex-Secretary, Chicago Board of Trade, Deceased.



## Two or Three Pounds Lost in Shelling Hybrid Corn

To the eye hybrid corn looks like any other corn, but it has peculiarities.

Lester Pfister, breeder, says there seems to be an odor or something else, so that grasshoppers will not eat a certain hybrid while chinch bugs will, and vice versa.

Hogs will pass up certain hybrids preferring the open pollinated.

To the grain buyer there is a more important difference, in that some hybrids will shell out 2 or 3 pounds less per hundred pounds of ears than ordinary corn.

G. H. Stringfield of the Ohio Experiment Station, co-operating with the U. S. Bureau of Plant Industry, has made exhaustive studies of the shelling percentage of hybrid and ordinary corn, and writes as follows:

If 100 pounds of ear corn contains 80 pounds of grain and 20 pounds of cobs, the shelling percentage of that particular lot is 80. Shelling percentage is seldom much below 80 or above 85. Williams and Welton of the Ohio Experiment Station reported on 6 years' work in 1915 and showed that seed ears having high shelling percentages were no more likely to produce high yields than those with low shelling percentages. T. A. Kiesselbach, working under considerably different climatic conditions in Nebraska, and others have corroborated the Ohio findings. In developing new strains of corn, shelling percentage must then take a minor place in comparison with such major items as high acre yield and resistance to lodging, disease, insects, cold, heat, drouth, and other destructive environmental factors. Modern corn breeders seem to have selected slightly toward a lower shelling percentage. This is probably a result of eliminating most of the high shelling inbred lines because of their higher incidence of mold.

Even a slight change in shelling percentage, however, gives rise to a problem in corn marketing. It is difficult at best to arrive at a fair estimate of the actual feed value of ear corn. Differences in moisture content lead to more error than differences in shelling percentage, but without actual determinations both are unknown quantities.

A corn buyer who has set his price for ear corn on a basis of shelling percentages as he has known them in past experience may be excused for being concerned when offered a load of a corn hybrid new to his experience and appearing to have shallow grain tagging it as low in shelling percentage. He does not care to pay a corn price for a load of cobs. On the other hand, neither does the seller wish to take an exaggerated cut if his ear corn con-

tains practically the same amount of grain as that of the purchaser's past experience.

The data in the table herewith, altho not proposed as final nor as showing the differences in precisely accurate terms, should be helpful to those concerned about shelling percentages in corn hybrids. The data were taken from the official field performance plots in 1936 and 1937. Each strain (hybrid or variety) was grown in five randomly distributed plots for one test. Each plot was sampled by harvesting alternate hills, without any selection for good or bad ears, until enough ears were had to fill a 25-pound onion bag. Five such samples totaling approximately 60 pounds were taken for each strain. The samples were dried to 15 per cent or less of moisture and shelled air-dry. The appropriate weights were taken and the percentages computed.

**Example:** In the second column of squares in the table Ohio K23 was compared with Cook variety in six tests. K23 averaged 83.6 shelling percentage, compared with an average of 86.3 for Cook. The next two squares below show similar comparisons with Woodburn and with Clarage. The fourth square gives a similar comparison of K23 with the average of the three varieties. The bottom square shows the pounds of grain in 70 pounds of ears, comparing K23 with the average of the three varieties.

Open-pollinated varieties are by no means all the same in shelling percentage, even under comparable growing conditions. Two of the varieties shown in the table, Woodburn and Cook, are representative of high shelling open-pollinated corn adapted to the western Ohio area where large quantities of corn are marketed as grain. The Clarage used was with one exception the Wooster strain, and it is probably slightly lower in shelling percentage than some of the later Clarage strains. It is not lower, however, than many other open-pollinated farm strains.

The data emphasize a fact already well known to hybrid corn men, namely, that corn hybrids differ from each other as much as varieties do. In some respects they differ more. It is true, however, that at least most corn hybrids in present use in Ohio are a little lower in shelling percentage than such notably high shelling varieties as Woodburn. But how much lower? Depending on which hybrid it is and on differences in growing conditions, the hybrid may apparently be expected to have a lower shelling percentage by from 1 to 4 per cent, based on total ear weights. If the hybrid is compared with an open-pollinated variety like early Clarage, it would be expected to have as high a shelling percentage as the variety, or within about 1 per cent of it.

The bottom row of squares shows the grain

weight in pounds expected from 70 pounds of ears for each hybrid compared with the average of the three varieties. The average value is 59.8 for the varieties and 58.6 for the hybrids. Assuming that cobs have no value, one would expect hybrid ear corn to be worth about 2 per cent less on the average than an equal weight of ears from an open-pollinated variety. This is a very generalized figure but it can be used as a point from which to estimate. It indicates that a slight adjustment for lower selling percentage is reasonable in marketing most hybrids but that a cut of several cents a bushel is likely much out of line. With ear corn at 70 cents a bushel, a 2 per cent cut would be only 1.4 cents a bushel. None of the hybrids listed in the table would be expected to shell out less than 80 per cent grain if grown in their recommended areas and in good growth conditions.

These comparisons were largely north of the adapted area for Ohio L31, which is probably the explanation for its relatively low shelling percentage.

As to test weight per bushel no general statement that hybrids tend to run either higher or lower than open-pollinated varieties can be supported by the data.

## Wallace Attacks Agricultural Equality Act

Sec'y of Agriculture Wallace told the Senate Agricultural Com'te Feb. 10 that S. 570, introduced by 17 senators to establish themselves politically as friends of the farmer, would not help the farmer.

He said if the government fixed prices as provided in the bill there would be widespread "bootlegging" of farm crops and a billion dollar increase in consumers' food costs.

Under the bill about 50 major farm crops would have their domestic prices fixed, the surplus being sold abroad at world prices.

Wallace said the authors of the bill falsely assumed:

That the American public would maintain consumption at the higher prices resulting from the bill.

That farmers would not greatly increase production as a result of the guaranteed prices.

That surpluses could easily be disposed of in world trade channels.

"I doubt if we could give our surplus away after two years under this program," he added. "The plan would cause a terrific increase in production."

A Yield of 198 bus. of corn per acre won the contest of the Illinois Hybrid Corn Growers Ass'n for Cecil G. Johnson of Panola, Ill.

Shelling Comparison, Hybrids versus Open-pollinated Varieties, 1936 and 1937

|                                 | Ohio M15          | Ohio K23           | Ohio K24          | Iowa 931           | Ohio W17           | Iowa 939           | Pioneer 311A      | Ill. 384           | Ill. 172           | U. S. 65           | U. S. 52           | Ind. 614           | U. S. 44           | Ohio L31           |
|---------------------------------|-------------------|--------------------|-------------------|--------------------|--------------------|--------------------|-------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Shelling percentage             |                   |                    |                   |                    |                    |                    |                   |                    |                    |                    |                    |                    |                    |                    |
| Hybrid.....                     | 86.0 <sup>1</sup> | 83.6 <sup>6</sup>  | 85.6 <sup>2</sup> | 83.6 <sup>7</sup>  | 83.9 <sup>7</sup>  | 84.2 <sup>7</sup>  |                   | 82.8 <sup>4</sup>  | 83.8 <sup>4</sup>  | 83.4 <sup>4</sup>  | 83.2 <sup>2</sup>  | 81.5 <sup>2</sup>  | 83.2 <sup>1</sup>  | 81.6 <sup>1</sup>  |
| Cook variety.....               | 86.7              | 86.3               | 87.3              | 86.3               | 86.3               | 86.3               |                   | 85.7               | 85.7               | 85.7               | 86.8               | 84.3               | 86.8               | 86.8               |
| Hybrid.....                     | 85.6 <sup>1</sup> | 83.3 <sup>5</sup>  | 85.8 <sup>1</sup> | 82.6 <sup>6</sup>  | 84.2 <sup>9</sup>  | 84.2 <sup>6</sup>  | 84.1 <sup>1</sup> | 82.8 <sup>4</sup>  | 83.8 <sup>6</sup>  | 83.4 <sup>4</sup>  | 83.4 <sup>7</sup>  | 82.9 <sup>7</sup>  | 83.6 <sup>6</sup>  | 82.7 <sup>8</sup>  |
| Woodburn variety.....           | 86.9              | 86.1               | 88.2              | 86.5               | 86.5               | 86.5               | 87.0              | 86.0               | 85.3               | 86.0               | 86.1               | 85.6               | 85.7               | 85.4               |
| Hybrid.....                     | 85.6 <sup>1</sup> | 83.7 <sup>6</sup>  | 85.6 <sup>2</sup> | 82.7 <sup>7</sup>  | 84.2 <sup>7</sup>  | 84.3 <sup>7</sup>  | 84.1 <sup>1</sup> | 82.8 <sup>4</sup>  | 83.8 <sup>6</sup>  | 83.4 <sup>4</sup>  | 83.3 <sup>3</sup>  | 82.4 <sup>4</sup>  | 83.2 <sup>4</sup>  | 81.7 <sup>4</sup>  |
| Clarage variety.....            | 85.0              | 84.4               | 84.6              | 84.3               | 84.3               | 84.3               | 83.1              | 84.1               | 83.7               | 84.1               | 83.5               | 83.1               | 83.8               | 83.2               |
| Hybrid.....                     | 85.7 <sup>3</sup> | 83.5 <sup>17</sup> | 85.7 <sup>5</sup> | 83.0 <sup>20</sup> | 84.1 <sup>23</sup> | 84.2 <sup>20</sup> | 84.1 <sup>2</sup> | 82.8 <sup>12</sup> | 83.8 <sup>16</sup> | 83.4 <sup>12</sup> | 83.3 <sup>12</sup> | 82.3 <sup>13</sup> | 83.3 <sup>13</sup> | 82.0 <sup>18</sup> |
| Three varieties.....            | 86.2              | 85.6               | 86.7              | 85.7               | 85.7               | 85.7               | 85.1              | 85.3               | 84.9               | 85.3               | 85.5               | 84.3               | 85.4               | 85.1               |
| Grain weight per bushel of ears |                   |                    |                   |                    |                    |                    |                   |                    |                    |                    |                    |                    |                    |                    |
| Hybrid.....                     | 60.0 <sup>3</sup> | 58.5 <sup>17</sup> | 60.0 <sup>5</sup> | 58.1 <sup>20</sup> | 58.9 <sup>23</sup> | 58.9 <sup>20</sup> | 58.9 <sup>2</sup> | 58.0 <sup>12</sup> | 58.7 <sup>16</sup> | 58.4 <sup>12</sup> | 58.3 <sup>12</sup> | 57.6 <sup>13</sup> | 58.3 <sup>13</sup> | 57.4 <sup>18</sup> |
| Three varieties.....            | 60.3              | 59.9               | 60.7              | 60.0               | 60.0               | 60.0               | 59.6              | 59.7               | 59.4               | 59.7               | 59.9               | 59.0               | 59.8               | 59.6               |

Each square in the table gives three items of information as follows: Upper right corner: The number of comparisons in shelling percentage between the hybrid directly at the top of the table and the variety directly at the left. Center: The average shelling percentage of the hybrid. Bottom: The average shelling percentage of the variety.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Kansas City, Mo.—An alltime market record for high protein of wheat was established by a car received Feb. 6, on the local market. The wheat tested 20.50% protein, weighed 55 lbs. and graded No. 4 dark hard. It was shipped from Ruleton, Kan., and sold at 80½¢, or 16¢ over May. The previous market record was 19.90% protein on a car received last July.

Kansas City, Mo.—Protein content of 1,653 cars of wheat inspected at this market during January was 13.06 per cent compared with 13.01 per cent on 1,639 cars in January, 1938. A market average of 12.92 per cent protein is shown on the total inspections of 46,718 cars by both departments for the first seven months of the crop year, against 12.93 per cent on 47,211 cars in a similar period a year ago.

Decatur, Ill., Feb. 11.—The wheat fields are looking good, however they are without snow protection. With ample moisture now, for the time being crop danger to winter wheat lies principally in the changes in temperature. As markets of the world are not functioning normally, due to government activities of various descriptions, confidence of traders is at low ebb. Declining corn prices are stimulating sealing activity.—Baldwin Elevator Co.

## Kansas Wheat Outlook

The Robinson Elevator Co.'s Feb. 15 survey of the Kansas Wheat outlook follows:

The wheat plant over the state as a whole is but little better than a month ago, in spite of the fact we did receive some moisture during January. The moisture was not of generous proportion, but did, in certain areas, relieve the extremely dry top soil condition; but since this period is one of dormancy for the plant, the benefit was minimized and we are much concerned about the ability of the plant to withstand severe weather or winds, since the root growth continues to be very poor and shallow. This means we must have an abundance of moisture during the growing season which begins in Kansas about March 1st. We cannot lay too much stress this year on the very poor development of the root growth over all of the state, except perhaps the south-central and southwest corner of the state.

The past thirty days Kansas has experienced rapid changes in temperatures, ranging from below zero to 60 above within a 48-hour period. Damage, if any, to the plant resulting from these temperature changes may appear as winter killing when the growing season arrives, or may become apparent in reduced yields. So far, we have had only a few reports of damaging winds, although the windy season is rapidly approaching, and seldom do we go through without some damage. Much wheat in the central and north-central sections is barely showing, although our reports indicate most of acreage sown has sprouted, but that the stand will not be promising over a considerable portion of the state, and without moisture this late sprouted wheat may show a large loss.

We very much fear that even normal weather will find yields curtailed, due to the weak plant which does not usually produce normal heads. The worst condition seems to prevail in the north-central section and comprises about 4,000,000 acres. The balance of the acreage we rate from fair to good with some additional moisture received the week ending Feb. 11th.

## Canada to Cancel 80-Cent Guaranty

The Dominion Ministry of Agriculture announced in the House of Commons at Ottawa, Ont., Feb. 16 that for the crop year beginning Aug. 1 the government will discontinue paying 80 cents per bushel for No. 1 northern wheat, basis Fort William.

The government has been losing 15 to 20 cents per bushel, and on this crop the total loss is expected to be \$48,000,000.

## From Abroad

Brazil, on Feb. 15, temporarily suspended imports of wheat to increase consumption of domestic crop.

Rumania's exports of grain to Great Britain have ceased since the Rumanian banks suspended free currency dealings. Only 70,000 of the 400,000 tons contracted some time ago have been shipped.

## The Michigan Bean Surplus

The Michigan State Bean Industry Com'tee reported that Michigan had a crop of 4,567,000 bags of beans for distribution from the 1938 crop, while the crop of 1937 had 4,333,000 bags unsold.

On the basis of normal consumption it appeared that there would be a carryover of a million bags of 100 lbs. each into 1939.

Aid of the F.S.C.C. was enlisted, and that agency since Nov. 19 has bought 377 cars of beans for relief distribution, the price level ranging from \$1.65 to \$1.85 per 100 lbs.

## Argentine's Flax Seed Crop

Minneapolis, Minn., Feb. 18.—The second official estimate published today reports this season's Argentine linseed crop to be 61,023,000 bus. The first estimate, published on Dec. 16 last, gave the production as 63,780,000 bus. Last year's mid-February figure was 59,250,000 bus. According to a cable received from our Buenos Aires correspondent today, the Government's second production estimate is equivalent to an exportable surplus of 54,000,000 bus. In the opinion of our correspondent, this is about 4,000,000 bus. too high. Taking, then, the unofficial private estimate of 50,000,000 bus. exportable surplus and deducting the total exports from the Argentine from Jan. 1 of 11,197,000 bus., there remains 38,803,000 bus. for export. From mid-February to Dec. 31, 1938, 41,000,000 bus. were exported. The total exports for 1937 were 73,500,000 bus. and for 1936, 61,000,000 bus. It will be seen, therefore, that there is not a large remaining exportable surplus at the present time.

Of the remaining linseed stocks in the Argentine, the National Grain and Elevator Board by cable indicated that on February 1, 9,902,000 bus. were in country dealers hands, 9,398,000 bus. were in the hands of exporters, and 838,000 bus. were in the hands of others. Our own correspondent wired us today that in his opinion 50 per cent of the present crop had already been disposed of.—Archer-Daniels-Midland Co.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Hutchinson, Kan.—Receipts of grain for January, 1939, as compared to January, 1938 (in parentheses), as expressed in cars, were as follows: 1939, wheat, 709 (565); corn, 0 (1); rye, 1 (3); barley, 1 (0); kaffir-milo, 22 (7).—T. W. MacCauley.

Muscatine, Ia.—The McKee elevator is in readiness to start shipping corn by barge to New Orleans as soon as the river opens sufficiently to permit safe navigation. The elevator is filled to capacity, altho some corn is being moved out by rail each week.

San Francisco, Cal.—The California Crop Reporting Service reported barley prices falling with the rain in the producing sections. Better crop prospects, and greater resort to green feeds made growers more anxious to sell out remaining stocks of the 1938 crop.—W. H. B.

Winchester, Ind., Feb. 18.—We are sitting here in the midst of plenty of corn, none of it moving. This, however, we do know, if at corn planting time they get their crop in early and in good condition, some of the old corn will come to market.—Goodrich Bros. Co., C. C. Barnes, Exec. V.-P.

Chicago, Ill.—It looks as though a larger percentage than usual of the corn crop will be carried over into the summer, most of which promises to be of good grade because of the government's ruling on good cribbing of the sealed portion.—H. C. Donovan, Statistician, Thomson & McKinnon.

Houston, Tex.—Total shipments by vessel of grain from Port of Houston during January, 1939, was wheat, 788,805 bus.; total since July 1, 1938, were wheat, 5,268,793.14 bus.; corn, 25,356.04 bus.; kaffir, 264,588.34 bus.; barley, 48,356.22 bus.—L. P. Claussen, chief grain inspector Houston Merchants Exchange.

Duluth, Minn.—The recent cold snap and extremely heavy snowfall over the northwestern states caused a sharp drop in the movement of grain from the country to terminal markets. Blocked roads held up farmers from hauling grain to elevators and train schedules were jerked out of line. Railroad yards, locally, were jammed with snow and it took crews of workers days before the lines could be cleared and cars set for unloading. Cash trading in the local market has dropped to a minimum, due to the scarcity of supplies. Buyers are showing very little interest, indicating the generally slow business conditions. This marking time makes

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for May delivery at the following markets for the past two weeks have been as follows:

|                     | Option |     | Wheat  |        |         |         |         |         |         |         |         |         |
|---------------------|--------|-----|--------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
|                     | High   | Low | Feb. 8 | Feb. 9 | Feb. 10 | Feb. 11 | Feb. 14 | Feb. 15 | Feb. 16 | Feb. 17 | Feb. 18 | Feb. 21 |
| Chicago .....       | 80½    | 62½ | 68½    | 67½    | 67½     | 67½     | 67½     | 67½     | 67½     | 67½     | 68½     | 68½     |
| Winnipeg .....      | 79½    | 59½ | 62½    | 61½    | 62      | 62      | 62½     | 62½     | 62½     | 62½     | 63½     | 63½     |
| Liverpool* .....    | ...    | ... | 62½    | 62½    | 62½     | 61½     | 63      | 62½     | 62½     | 62½     | 62½     | 62½     |
| Kansas City .....   | 69     | 58½ | 64½    | 63½    | 63½     | 63½     | 64½     | 64½     | 64½     | 64½     | 64½     | 63½     |
| Minneapolis .....   | 75½    | 61½ | 71½    | 70     | 70½     | 70½     | 70½     | 70½     | 70½     | 70½     | 70½     | 71½     |
| Duluth, durum ..... | 66½    | 55½ | 62½    | 61½    | 61½     | 61½     | 62½     | 62½     | 62      | 62½     | 62½     | 63      |
| Milwaukee .....     | 79½    | 63½ | 68½    | 67½    | 67½     | 67½     | 67½     | 68      | 67½     | 68      | 68½     | ...     |
| <b>Corn</b>         |        |     |        |        |         |         |         |         |         |         |         |         |
| Chicago .....       | 60½    | 47½ | 49½    | 48½    | 48½     | 48½     | 48½     | 48½     | 49½     | 48½     | 49½     | 49½     |
| Kansas City .....   | 51½    | 41  | 46½    | 45½    | 45½     | 45½     | 45½     | 45½     | 45½     | 45½     | 46½     | 46½     |
| Milwaukee .....     | 58½    | 47½ | 49½    | 48½    | 48½     | 48½     | 48½     | 48½     | 49½     | 48½     | 49½     | ...     |
| <b>Oats</b>         |        |     |        |        |         |         |         |         |         |         |         |         |
| Chicago .....       | 30½    | 24½ | 28½    | 28     | 27½     | 27½     | 27½     | 28      | 28½     | 28½     | 29½     | 29½     |
| Winnipeg .....      | 33½    | 27½ | 29½    | 29½    | 28½     | 28½     | 29      | 29½     | 29½     | 29½     | 29½     | 29½     |
| Minneapolis .....   | 27½    | 22½ | 25½    | 25     | 24½     | 24½     | 24½     | 24½     | 25½     | 25½     | 26½     | 26½     |
| Milwaukee .....     | 30½    | 25  | 28½    | 28     | 27½     | 27½     | 27½     | 27½     | 28½     | 28½     | 29½     | ...     |
| <b>Rye</b>          |        |     |        |        |         |         |         |         |         |         |         |         |
| Chicago .....       | 53½    | 41½ | 45½    | 44½    | 44½     | 44½     | 45½     | 45½     | 45½     | 45½     | 45½     | 45½     |
| Minneapolis .....   | 41½    | 36½ | 40½    | 39½    | 39½     | 40      | 40½     | 40½     | 40½     | 40½     | 40½     | 40½     |
| Winnipeg .....      | 47½    | 39½ | 43     | 42½    | 42½     | 42½     | 43½     | 43½     | 43½     | 43½     | 43½     | 43½     |
| Duluth .....        | 47     | 40½ | 43½    | 43½    | 43½     | 43½     | 44      | 43½     | 43½     | 43½     | 43½     | 43½     |
| <b>Barley</b>       |        |     |        |        |         |         |         |         |         |         |         |         |
| Minneapolis .....   | 37     | 31½ | 32½    | 31½    | 31½     | 31½     | 31½     | 31½     | 31½     | 32      | 33½     | 33½     |
| Winnipeg .....      | 44½    | 34½ | 37½    | 37½    | 37½     | 37½     | 37½     | 37½     | 37½     | 37½     | 37½     | 37½     |
| <b>Soybeans</b>     |        |     |        |        |         |         |         |         |         |         |         |         |
| Chicago .....       | 84½    | 68½ | 81     | 79½    | 79½     | 79½     | 80½     | 80½     | 80½     | 80½     | 81½     | 82½     |

\*At daily current rate of exchange.



it difficult for sellers to move even the thin offerings that come in from day to day.—F. G. C.

Milwaukee, Wis., Feb. 1.—From inquiries which we have made of a number of grain houses, it seems that the states of Iowa, North Dakota, South Dakota, Minnesota and Wisconsin, show reserve stocks of barley in farmers' hands as of Jan. 1, 1939, of from 35 to 40 per cent of the last crop in each state.—Josef Mueller, the Kurth Malting Co.

Philadelphia, Pa.—Receipts and shipments of grain, in bushels, for January, 1939, as compared to January, 1938 (in parentheses), were as follows: Receipts, wheat, 178,092 (70,635); corn, 998,079 (910,694); oats, 39,450 (38,530); barley, 11,666 (37,548); shipments, wheat, 312,818 (229,528); corn, 684,881 (523,599); oats, 29,909 (48,866); rye, 179 (6,000); barley, 4,522 (756).—John W. Frazier.

Saint Joseph, Mo.—Receipts and shipments of grain for January, 1939, with comparisons with January, 1938 (in parentheses), as expressed in bushels, were as follows: Receipts, 1939, wheat, 268,800 (369,600); corn, 448,500 (730,500); oats, 660,000 (472,000); rye, none (1,500); barley, 1,750 (none); kaffir-milo, 3,000 (9,000); shipments, 1939, wheat, 832,000 (1,400,000); corn, 298,500 (586,500); oats, 98,000 (100,000); rye, none (18,000); barley, 1,750 (none); kaffir-milo, 4,500 (7,500).—St. Joseph Grain Exchange.

New York, N. Y.—Receipts and shipments of grain during January, 1939, as compared with January, 1938, in bushels, 1938 in parentheses, are as follows: Receipts, 1939, wheat, 711,000 (748,000); corn, 274,000 (737,000); oats, 62,000 (24,000); rye, 2,000 (287,000); barley, 9,000 (632,000); flaxseed, 607,000 (380,000); millfeed, tons, 46 (66); shipments, 1939, wheat, 942,000 (1,511,000); corn, 379,000 (1,453,000); rye, none (138,000); barley, none (612,000); clover seed, 1,824 (7,716); millfeed, tons, none (52).—Dept. of Information & Statistics, New York Produce Exchange.

St. Louis, Mo.—Receipts and shipments of grain, in bushels, for January, 1939, as compared to January, 1938 (in parentheses) were as follows: Receipts, 1939, wheat, 921,000 (841,500); corn, 1,395,000 (10,537,500); oats, 428,000 (556,000); rye, 61,500 (28,100); barley, 253,400 (62,400); soybeans, 12,200 (25,600); kaffir, 11,200 (22,400); hay, 48 tons (204 tons); shipments, 1939, wheat, 1,877,000 (1,609,500); corn, 1,916,600 (8,370,921); oats, 254,750 (388,000); rye, 66,000 (37,500); barley, 14,400 (11,200); soybeans, 63,400 (1,600); kaffir, 2,800 (8,400); hay, 132 tons (144 tons).—W. J. Krings, sec'y Merchants Exchange.

Decatur, Ill., Feb. 18.—The small lots of corn that have been shelled recently show moisture running from one to two per cent higher than in December and first half of January. Dull, sluggish demand for grain reflects the lack of buying interest. With large reserves back, the trade is not much concerned about a shortage, therefore are taking no unnecessary risks in their buying for future requirements. Failure of the federal corn loan program as a stabilizing factor becomes more apparent. Unless this year's corn crop is drastically cut by unfavorable growing conditions, farmers who have been holding back their corn for higher prices are faced with the possibility of competition next fall of sealed corn.—Baldwin Elevator Co.

Ottawa, Ont., Feb. 6.—Canadian wheat in store for the week ending Feb. 10, 1939, decreased 2,448,568 bus. compared with the preceding week and increased 103,490,684 bus. when compared with the corresponding week in 1938. The amount in store was reported as 154,173,230 bus., compared with 156,621,798 bus. for the preceding week and 50,682,546 bus. for the week ending Feb. 11, 1938. The stocks of 154,173,230 bus. include 12,757,262 bus. of Durum wheat. Wheat receipts in the Prairie Provinces for the week ending Feb. 10, 1939, amounted to 656,698 bus., a decrease of 405,367 bus. from the preceding week when 1,062,065 bus. were marketed. During the corresponding week a year ago the receipts were 628,280 bus. Marketings in the three Prairie Provinces for the 28 weeks from Aug. 1, 1938, to Feb. 10, 1939, as compared with the same period in 1938 were as follows, figures within parentheses being those for 1938: Manitoba 40,667,384 (33,249,579); Saskatchewan 103,813,897 (22,213,203); Alberta 115,827,382 (49,599,715) bus. For the 28 weeks ending Feb. 10, 1939, and the same period in 1938, 260,308,663 and 105,062,497 bus. respectively were received from the farms.—R. H. Coats, Dominion Statistician.

## Unfit for Human Consumption

Grain elevator operators at Kansas City have run into a serious problem in attempting to dispose of wheat that has been graded sample grade by the inspectors and designated by the pure food and drug administration as "unfit for human consumption."

In one day four carloads were declared "unfit," of the day's arrivals of 64 carloads, which is unusual, as the percentage of musty carloads is small the year 'round.

Some of the wheat received recently and designated as "unfit for human consumption" was very bright in color, heavy test and strong protein and free from apparent damage, altho carrying a slight musty odor and possibly up to 15 per cent germ damage, being suitable for blending or mixing by elevator operators and making good flour, but buyers were unwilling to bid for the grain on the basis of its apparent worth because of the risk of having it "condemned" by the federal department.

Two cars of wheat out of the same bin sold at a difference in price of 6 cents per bushel, the discount being taken on the car declared "unfit." Discounts on wheat classed as "unfit" will range from 5 to 15 cents per bushel, causing heavy loss to the owner of the shipments.

An agreement was made several years ago between the terminal grain dealers and the pure food administration that the grain merchants would co-operate in keeping unfit wheat out of human consumption, by passing on to buyers the information that the government had designated the carload as "unfit for human consumption." This never appears on the inspection certificate, which, however, may bear such notations as "badly musty," "sour," "heating," etc.

When the state of Kansas or state of Missouri licensed inspectors have designated a sample as "musty," the federal supervisor at Kansas City mails a sample to Chicago, where R. T. Miles and his assistant, R. C. Mill, as agents of the pure food administration, determine, in their judgment, whether the wheat is "unfit," and so inform the Kansas City supervisor, who in turn notifies the owners of the wheat by telephone. Under their agreement the receivers pass the information on to buyers. If the buyer is a feed miller, that ends it. If the buyer is another elevator operator or a miller, the government officials can watch the out-inspection from that house, and if mixtures of the "unfit" wheat are detected, mark the entire carload down to "sample."

Mr. Miles is chief in charge of general field headquarters of the federal grain supervision, and, with his assistant, is employed in the work of reviewing and keeping up the work of the licensed inspectors in the various markets up to the standards required in the interest of uniformity everywhere. In addition to their regular work as employees in

the grain supervision, they have been constituted agents of the pure food and drug administration. They are only human, and many grain dealers and millers can be found who will disagree with their findings as to "unfit"-ness of particular samples. Their verdict is final; they are the dictators. In one case where wheat had been passed as No. 2, the protesting millers actually had to grind some of the wheat into flour, and bake it into bread, before they could convince Miles and Mill that the wheat was not No. 2.

Buyers, of course, are eager to seize upon information of unfitness for human consumption to take a discount. Some elevator operators unfavorably located or with inadequate outlets may find it difficult to dispose of a carload of wheat so tagged without loss; but others can handle wheat not badly musty to improve its quality, and mix it off into a boatload shipment.

The present practice of the federal supervision in informing handlers that wheat is unfit for human consumption is not new, but has been in vogue since 1925, when the grain industry and the pure food and drug department drew up their agreement.

## Mill Inventories of Wheat Checked Daily

General Mills, Inc., has the larger proportion—65.5 per cent—of its inventory in grain, which is very fluid in movement. The major part of this is in mill terminals, and a small percentage is in country elevators, which represents a diversified risk.

The rest of the company's inventory consists of finished products, flour, feed and cereals, including ingredients for both, and in empty packages, such as bags, cartons and containers, this item representing 6.5 per cent of the total. There is an incomplete status of 4.6 per cent, and a transit movement of 1.7 per cent.

The grain in country elevators is subject to frequent check, but not to the extent that can and does exist at mill terminals. In the latter the grain is checked daily by tri-party interests of the Company, the elevator and the mill. Actual weights, plus automatic scales which give a mechanical check, determine the quantity in, and automatic scales determine equally the quantity out. In the mill terminal, the elevator responsible for such inventories must check against the in and out records, which are further substantiated by actual cubic measurements in which the elevator and the mill have a dual interest.

The mills are afforded daily protection by automatic scales in, and by a daily check with yields. In some of the mills this check with yields occurs two or three times daily. Naturally the mill does not propose to be charged for more than actual deliveries, nor does the elevator desire to incur the risk of shortages through over-delivery.

Actual weigh-ups are made of all elevators during the year, which provides another check. These actual weigh-ups occur in the Southwest somewhat earlier than May, but May is the general time in which the weighing is conducted, with sealings of the bins as weighed until such time as the total weighing is completed.

So far as the company's records obtain, there have been only two instances of any shortage of grain, and neither of these represented a significant percentage of the total amount of grain handled.

In general, the company appears fortunate in having so large a proportion of its inventories in such a position that movement is fluid and relatively rapid, so that actual operation would necessarily soon reveal any considerable shortage at any point.

The Millers National Federation will hold its annual convention May 9 and 10 at the Edgewater Beach Hotel, Chicago.

## CCC Loans on Sealed Corn Continue to Increase

The Commodity Credit Corporation has announced that, thru Feb. 9, 1939, loans made by the Corporation and lending agencies under the 1938-39 corn loan program aggregate \$81,454,530.31 on 143,071,403 bus. The loans by States in which the corn is stored are as follows:

| State        | Amount        | Bushels    |
|--------------|---------------|------------|
| Colorado     | \$ 10,638.41  | 19,486     |
| Illinois     | 18,282,680.56 | 32,084,427 |
| Indiana      | 1,930,952.39  | 3,388,774  |
| Iowa         | 40,711,508.61 | 71,432,918 |
| Kansas       | 1,612,623.84  | 2,850,637  |
| Kentucky     | 78,197.50     | 142,450    |
| Minnesota    | 6,413,686.30  | 11,260,894 |
| Missouri     | 2,694,105.27  | 4,730,060  |
| Nebraska     | 7,461,857.27  | 13,153,213 |
| Ohio         | 339,533.06    | 595,721    |
| South Dakota | 1,883,045.85  | 3,350,277  |
| Wisconsin    | 35,651.25     | 62,546     |



## Illinois Grain Shippers Blast Rail Rates

Responsibility for the growing truck traffic in grains was dumped in the laps of the railroads by leading speakers before the busiest session of the 36th annual convention of the Farmers Grain Dealers Ass'n of Illinois, held in the Pere Marquette Hotel, Peoria, Feb. 14 and 15.

Hope for attaching reasonable responsibility to fraudulent, itinerant merchants was expressed in an analysis of a new trucking bill now before the Illinois legislature.

A hint of possible new markets for agricultural products in the dim, distant future appeared in a review of plans for the federal research laboratory that will be built soon at Peoria.

These were leading subjects attracting a flow of oratory and many questions and comments from the delegates at the convention that opened officially Tuesday afternoon.

### Tuesday Afternoon Session

PRESIDENT L. E. RILEY, Pleasant Plains, presided at the opening session.

REVEREND D. O. HOPKINS, Normal, pronounced the invocation.

WILLIAM L. EAGLETON, Peoria's corporation counsel, warmly welcomed the delegates.

VICE PRESIDENT CHARLES HOLZ, Onarga, responded briefly, praising Peoria as a convention center.

SEC'Y LAWRENCE FARLOW, Bloomington, gave his annual report, as follows:

### Sec'y Farlow's Report

The year 1938 presented a number of major problems which required the attention of the Association. We are exceedingly proud of the progress made by our member companies and we have done our best to help perpetuate the splendid services they are rendering to their respective communities.

**Grain Inspection Case.** At the beginning of the year we were active in the case involving grain inspection fees at Chicago and East St. Louis. The State Inspection Department was insisting upon an increase from \$1.00 per car to \$1.50 per car, and would accept no compromise. We employed counsel, developed evidence and vigorously opposed the increase before the Illinois Commerce Commission. The result was an order from the Commission permitting a 25c increase instead of the 50c proposed by the Inspection Department. Experiences of the past year prove our contention that the 25c increase was sufficient to make the department self-supporting. The savings to Illinois farmers and grain dealers during the year amounted to \$20,000, which is nearly four times the cost of maintaining the Association.

**New Laws.** At the time of our last convention Congress was in session and was considering a number of legislative matters which seriously concerned our members. Income tax revision, wages and hours legislation and federal crop insurance were included in the proposals. Our Association had found the tax on undistributed income to be unfair to poorly financed companies that were obliged to retain their profits to retire indebtedness and build up working capital. We joined with other interested organizations in asking for its repeal. The 1938 Revenue Act repealed the tax on corporations having a net profit of less than \$25,000.

**Wages and Hours Law.** Perhaps the legislation that concerned us the most was the Wages and Hours Law. Early in the session it appeared evident that a law would be enacted fixing minimum wages and maximum hours and that it would apply to industries engaged in interstate commerce. Since country elevators in Illinois are obliged to ship grain into other states, practically all of them are engaged in interstate commerce. They would not have been affected seriously by minimum wages, but limiting their hours to forty or even forty-four hours a week would have been intolerable. It so happened that creameries, cotton gins and other handlers of farm products were concerned in a like manner. By united effort these industries were able to obtain special exemption from the limitations of the act. Farmers can be thankful to the trade associations that look after their interests in legislative matters, that they do not find their elevators in the same position as banks, having to close their doors at four o'clock in the afternoon and perhaps all day Saturday.

**District Meetings.** During the month of June

our Association conducted a series of district meetings at which all new legislative matters affecting your interests were fully explained. The government crop insurance corporation had been set up in Washington and plans were being formulated for insuring the 1939 wheat crop. A representative of the Corporation attended our district meetings to explain the wheat crop insurance program. The law implied that premiums should be paid in wheat, although there was the alternative that they might be paid in the cash equivalent.

**Freight Rates and Truck Competition.** One of the most serious problems at present is the rapid increase in the volume of grain arriving in the terminal markets by truck and barge. This has been a serious threat to elevators in the Chicago area, since the railroads permitted their truck competitive rates to expire on Dec. 31, 1937. We have spent a great deal of time and some money during the past year in an effort to have these rates reinstated. While our efforts appear to have been fruitless, we have not given up and will not until the last avenue of approach is exhausted. On Tuesday of last week we joined with the Illinois Grain Dealers Ass'n in an informal complaint to the Illinois Commerce Commission. We are systematically building up a case which we believe will eventually bring about the much needed rate adjustments.

**Allied Grain Dealers Corporation.** When it became evident that the railroads were going to be dilatory about restoring their truck competitive rates, the grain dealers in the Morris territory decided to make the best of a bad situation by organizing to handle their grain by truck and barge. A large number of grain dealers in that territory, including farmers elevators and independent dealers, formed a co-operative company known as the Cooperative Allied Grain Dealers Corporation, and leased an elevator on the river at Morris. This company buys grain from elevators only, thereby protecting the local company in its contact with the grower patrons. Upon request from our member companies in that territory, your Secretary assisted in working out the organization plans. This company has been remarkably successful and the profits earned will help to restore losses sustained by the local companies on account of not having an opportunity to handle the grain through their elevators in the regular way. We do not consider this a happy solution of the transportation problem, but if the railroads persist in refusing to cooperate with the elevators to hold the traffic to the rails, dealers in other sections may find it necessary to form co-operative transportation companies to protect their business.

**Foreign Fats.** Last week your Secretary attended a meeting of the American Soybean Association at Urbana. At that meeting it was pointed out that an organization of producers of domestic fats is preparing to have a bill introduced in Congress which would place an effective tariff on foreign fats. The organization includes the soybean producers and processors, cottonseed producers and processors, livestock producers, dairy interests and American fisheries. Since our elevators are interested in perpetuating the profitable production of soybeans in Illinois, it would seem proper for us to support this program.

**Handling Grain Pledged to Secure Commodity Credit Loans.** The Agricultural Adjustment Act of 1938 made crop loans so attractive to farmers that the handling of grain pledged to secure such loans has become an elevator problem. This was especially true in 1938 when the rules and regulations were in the making and we had no precedent to guide us. Your Association kept in constant touch with the Chicago office of the Commodity Credit Corporation.

**Elevators Have Banner Year.** In spite of taxes, trucks and many changing conditions, we are pleased to note that the local farmers elevator companies made substantial progress during the past year. The 1939 Directory contains the names of four hundred and four farmers elevator companies with elevators at four hundred and eighty-five stations. These companies serve a hundred thousand stockholders and patrons. They have approximately \$10,000,000 invested in elevators, warehouses and grain handling equipment. Last year they handled approximately 150 million bushels of grain, which appears to be the largest volume ever handled in one year. Profits were not as large as in 1936, but most of the companies had substantial gains. More than 85% of the reports we have studied show net profits. Average net profit of all companies was about \$4,000.00; total net profits of all companies in the state, \$1,500,000. This means that, after maintaining a high competitive price for grain and paying all expenses, the farmers have a reward of more than a million and a half dollars for their cooperative effort. About \$380,000 of this was paid out in dividends on stock, \$320,000 in patronage dividends and \$800,000 was added to surplus. The average book value of all shares of stock in farmers' elevators, based on a hundred dollar par value, is

\$180.00 per share. This is a record of which everyone connected with the farmers' elevators can well be proud.

HARRY HEISER, Bloomington, elevator auditor, reported consolidated averages of the financial condition of farmers' elevators in Illinois and showed that they had made extensive improvements in their equipment, and broadened their services. He encouraged managers to take enough margin on the grain they purchase to cover all expenses and make a profit. Accounts receivable he classified as a major problem among the elevators. Details of his report appear elsewhere in this issue.

TREASURER CHARLES FAIRFIELD, Fisher, reported the financial house of the ass'n to be in good order, but left reading of the details to the sec'y.

F. S. BETZ, CHICAGO, encouraged farmers' elevators to utilize publicity available to them thru local newspapers. "Crow a little longer and a little louder," he advised. "Merchants who have goods to sell, advertise. It pays!"

PRESIDENT RILEY suggested that problems in the operation of farmers' elevators are changing every day, and advised managers and directors to read and keep themselves well informed.

PRESIDENT RILEY appointed the resolutions com'tee as follows: A. E. Foster, Ladd; John Schumacher, Verona; J. D. Worsham, Sheldon; Earnest Musselman, Tremont; Wm. E. Robinson, Pleasant Plains; George Larrick, Milmine; E. Bockewitz, Farmersville.

Adjourned for selection of a nominating com'tee.

### Wednesday Morning Session

H. A. HENRICKS, Cerro Gordo, president of the Managers' Club, presided at the second session.

PRESIDENT RILEY gave his annual address, reviewing some of the benefits and accomplishments of the ass'n, and the advantages of membership.

### President Riley's Address

"Farmers elevators," he said, "should increase their field of service. In most producing areas this is a necessity. Grain in a given area no longer moves naturally to the nearest elevator. Competition has increased as grain moving by truck seeks the best paying elevator. It is up to a farmers' elevator to bid the highest possible price consistent with good business practice, and with doing business in a legitimate manner. Only legitimate practices earn and merit the confidence of farmers, and fair business methods require the elevator to take enough margin to support itself."

President Riley highly commended the services of the ass'n, remarking that his company had saved six years' dues thru its help on one tax problem.

### Freight Rates Blamed for Truck Traffic

CURT H. STOUT, Gilman, preceded leading of a discussion on the truck problem by punchily detailing the "caught between" position of the country elevators near central markets, and grain consuming areas, in the battle for short-haul transportation business now raging between railroads and trucks, and gave the trucks credit for having the best of the battle so far.

"So long as it is cheaper to use trucks than to pay present short-haul rail rates into nearby central markets," he said, "the railroads may expect a continued increase in diversion of their short-haul business to trucks."

Mr. Stout pointed out that a rate adjustment that would cost the railroads \$100,000 would return to them \$750,000 worth of grain traffic now lost to trucks and barges; and that barge traffic would be negligible without the truck feeders to river elevators.

Mr. Stout blamed the eastern railroads for blocking the inclination of western railroads to reduce rates to meet truck competition. "But



the case is not closed," he said. "Nor will it be closed until the railroads meet truck rates, or all of the grain traffic has been taken over by trucks, owned and operated by country grain dealers, or groups of country grain dealers."

Answering a question, Mr. Stout said, "The Illinois Central railroad, choosing to take independent action, and declaring its intention to publish reduced rates for distances sufficiently far from Chicago to match truck hauls, was stopped by the Illinois Freight Ass'n, because of the far-reaching effect on railroad revenues."

"The 5c rate applied by the Rock Island from Morris to Chicago swamped this line with business taking this short-haul intrastate, altho even this rate was a little higher than the combined truck and barge rate. This is evidence enough that reductions in short-haul rates will return this traffic to the rails."

"One way that has been proposed to settle the problem is for groups of grain dealers to form trucking corporations and fight the trucks in their own back yard. It seems to me that this plan is a little pre-mature. We should not start such a drastic action until all friendly avenues to a correction of the situation are closed."

"The operation of trucks costs approximately 2c per ton per mile. This is the basis on which we are asking the railroads to meet the truck competition."

A central Illinois dealer pointed out that trucks from St. Louis are hauling grain distances as much as 75 miles for 6c under the St.

Louis cash market and making 2c a bushel profit.

#### Corn Export Prospects

R. O. CROMWELL, Chicago, reviewed prospects for export trade in corn, anticipating a decline from last year, due to reduced world shipments.

"While we have shipped a greater volume of export corn from the current crop so far than we did in a comparable period a year ago, total world shipments have declined 30%. Importing European countries have been using substitute feed grains."

"A short crop in the Argentine was the principal reason for our export shipments of 140,000,000 bushels of corn from the 1937 crop. While the Danube Basin, and South Africa raise surpluses of corn, these sources are too small to be a great factor in the European trade. Argentina normally produces 345,000,000 bus. of corn, uses only 55,000,000 bus., exports the rest to supply 75% of European requirements. In drouth years Argentina cuts much of its corn for rough feed."

"Argentina raises flint corn because of its keeping quality, its resistance to weevil, and its ability to withstand the great extremes of temperature and rainfall in the Argentine corn belt. The former qualities are important factors in export trade, since the corn must spend days and weeks in ocean bottoms, and must cross the equator on its way to European feeders and corn industries."

"Altho the crop is still uncertain, current trade estimates place the prospective Argentine

corn crop at between 200,000,000 and 250,000,000 bus. We can expect to export more corn in the months ahead, but we can also expect a sharp decline in these exports as our corn meets the competition of new Argentine corn in the world markets."

"Our domestic price pays little attention to the export demand for corn. Changes in the price occur chiefly during the growing season, shifting with prospective changes in the supply. From 80% to 85% of our corn crop is consumed right on the farm. Industrial demand takes about half of the remaining 15% to 20% of the crop and accounts for the price. Changes in the feeding demand come slow, but it is virtually impossible to forecast changes in the industrial demand, unless one can forecast business conditions. A graph of the industrial demand for corn, closely follows a graph of general business conditions; and there is remarkable agreement between a business chart, and a corn price chart, once the supply of corn is determined."

"The world has the biggest supply of wheat ever known," said Mr. Cromwell. "Uncle Sam has paid subsidies of as high as 30c a bushel in moving 70,000,000 bus. in export channels, and is now trying to get rid of the last 30,000,000 bus. of the government export intent in the form of flour. Europe raises four bushels out of every five bushels of wheat its people consume, and huge supplies in United States, Argentina, Australia and Canada are competing for the fifth bushel trade."

Adjourned to 1:30 p. m.

#### Wednesday Afternoon Session

PRESIDENT RILEY presided at the closing session.

F. E. WILSON, from the Chicago office of the Commodity Credit Corporation, sitting at the speakers' table to answer questions of the delegates regarding government loans on corn, replied to the first question, concerning handling and shipping of corn delivered on these loans, with an abrupt admission that his knowledge was confined to the regulations covering the making of loans to the farmers.

Disappointed elevator managers, bursting with questions like "Where can we make claims for losses of weight in transit on corn accepted and shipped for the Corporation?" and "Why do we have to wait three and four months for our checks from the government for handling sealed corn?" and "Why are we denied a voice in the margins allowed for handling this corn?" and "Who is supposed to stand the shortages that inevitably show up?" found themselves stymied. Questions lagged. The answerer finally brought out that:

April 1 is the deadline for making loans on on corn from the current crop.

Government checks for handling corn delivered to the elevators last fall in satisfaction of farm loans on the 1937 crop should be reaching the elevators now. "Everything has to be checked. It is a big job, and we are working 12 hours a day." An unidentified person made an aside remark about the "44-hour week."

The time limit on wheat loans expired Jan. 1.

No farmer can get a loan on his 1938-39 crop unless he is in the current A.A.A. program.

The loan price on acceptable corn in the commercial corn producing areas is 57c; in non-commercial areas, 43c.

Current loans mature on Aug. 1, and bear 4% interest. A loan must be paid within 60 days following maturity, or the corn delivered in satisfaction of the note.

If corn on which it has a loan is abandoned or going out of condition, the C.C.C. can demand satisfaction of the note before maturity.

The corn on which a loan is made belongs to the borrower until the loan matures. After maturity it may be delivered to the C.C.C. in satisfaction of the loan.

The farmer is morally obligated to deliver every bushel of corn on which he accepts a

#### Officers Illinois Farmers Grain Dealers Ass'n, 1939



L. to R.: Seated, President L. E. Riley, Pleasant Plains, and Sec'y Lawrence Farlow, Bloomington; standing, Vice President Charles Holz, Onarga, and Treasurer Charles Fairfield, Fisher.



loan. He cannot purchase to fill out shortages. Every case of shortage must be investigated and stand on its own merits. The C.C.C. will accept over-runs at the current market price at time of delivery, or permit the farmer to sell such over-runs independently.

"We don't really want to take the corn," admitted Mr. Wilson. "We hope the market will go up to 65c a bushel so the farmers can sell it and repay their loans without making delivery to us."

#### Regional Research Laboratory

DR. L. B. HOWARD, Peoria, read a paper describing the Northern Regional Research Laboratory that is expected to be established at Peoria within the next 18 months to search for new uses for surplus corn, wheat, and agricultural wastes. The laboratory is expected to employ around 200 chemists and other workers, and to study processes or products first on a laboratory scale, then on a pilot-plant or semi-commercial scale.

#### Illinois Truck Bill

CHARLES F. MANSFIELD, sec'y Uniform Motor Vehicle Laws Commission, Springfield, reviewed the truck bills now in the Illinois Legislature.

As described in previous issues of the Journal, these bills would prevent present monopolies of trucking rights on Illinois public highways, would subject every truck using the highways to rigid inspection every six months, would require public liability and property damage insurance or proof of ability to pay in case of accident, require permits or certificates for operation of a truck, require use of bills of lading or bills of sale, would limit hours of driving for any one driver to 12 in any 24 hour period, would require painting of name and address and permit number of owner on sides of truck, and would place itinerant merchants in a position forcing them to pay sales taxes on their transactions.

Mr. Mansfield estimated that more than 120,000 truck owners and 300,000 truck drivers and employees would be affected directly by the proposed law.

THE RESOLUTIONS COMMITTEE offered the following resolutions, which were unanimously adopted:

#### Resolutions Adopted

##### Peoria Cash Grain Men

RESOLVED, that a vote of thanks be extended to the Cash Grain Receivers of Peoria for the splendid luncheon given by them for the managers attending the convention.

##### Alcohol Motor Fuel

BELIEVING that the agricultural problem can best be solved by consuming the agricultural surpluses of this country by their use in industry and believing that the entire agricultural surpluses can be thus used to an advantage to both the producer and consumer from year to year we herewith respectfully offer the following resolution:

SINCE America is faced with a grain surplus problem and since research and experimentation have definitely determined that fuel alcohol made from corn and other grains blend with petroleum in making a superior motor fuel, we urge that every feasible effort be made by the officers, directors and members of this association in developing and promoting the practical usage of anhydrous alcohol as a motor fuel.

##### Handling Sealed Corn

WHEREAS, there has been considerable confusion in connection with handling corn pledged to secure Commodity Credit loans, and

WHEREAS, it is our opinion that such grain in the future could be handled more orderly by close cooperation by the Commodity Credit Corporation and regular grain handling agencies, therefore, be it

RESOLVED, that it is the desire of this Association that in developing contracts for handling sealed corn in 1939, representatives of this Association and other associations of country grain dealers be permitted to sit in conference with representatives of the Commodity Credit Corporation in developing the contracts to be used in the handling of such grain.

##### Tariff on Vegetable Oils

WHEREAS, there is being developed a national organization representing producers and processors of soybeans and cottonseed, producers of animal fats, and processors of fish oils for the purpose of asking for a tariff on imported fats, therefore be it

RESOLVED, that this Association join with other organizations in an effort to secure an efficient tariff on foreign fats in order that the American markets may be preserved for American producers.

#### Short-Haul Grain Rates

WHEREAS, present short-haul rail rates on grain to the principal markets in Illinois are far above the per-ton mile rate on grain shipped in interstate commerce and

WHEREAS, the situation is turning an enormous quantity of grain from the railroads to other modes of transportation, resulting in heavy loss of traffic to country elevators, therefore be it

RESOLVED, that we call upon the officers of our Association to follow every possible avenue of approach in an effort to bring about much needed freight rate adjustments on intrastate traffic.

#### Truck Legislation

RESOLVED, that we favor the passage of effective truck regulation at the present session of the Legislature and authorize the officers of the Association to participate with other organizations in helping to secure the enactment of such legislation.

#### Congressional Power Over Money

WHEREAS, the Constitution of these United States of America delegates to Congress the power to coin and regulate the circulation of money; and

WHEREAS, it appears that Congress has delegated this power to the President and other agencies, therefore be it

RESOLVED, that we recommend that there be restored to Congress its constitutional powers to the end that the American dollar may be stabilized, thereby giving renewed confidence in industry and commerce.

#### Election of Officers

ELECTION continued all old officers, and elected Frank Barkley, Yorkville, director for District No. 2 to fill the place left vacant by the expiring term of Joe Henebry, Jr., deceased.

The officers are: L. E. Riley, Pleasant Plains, president; Charles Holz, Onarga, vice president; Charles Fairfield, Fisher, treasurer, and Lawrence Farlow, Bloomington, sec'y. Director J. E. McCreery, Mason City, was re-elected to succeed himself. Hold-over directors are J. P. Becker, Tremont; H. J. Grieve, Edinburg; E. T. Miller, Stanford; Lee Melling, Cerro Gordo, and V. C. Mitchell, Peru. Adjourned *sine die*.

#### Managers' Club Luncheon

Cash grain receivers in the Peoria market tendered the Managers' Club an excellent luncheon on Wednesday. More than 60 managers were in attendance.

PRESIDENT H. A. HENRICKS, Cerro Gordo, in an unexpectedly flowery flow of oratory following the luncheon, presented the ass'n sec'y, Lawrence Farlow, with a handsome traveling bag, as a token of the Club's esteem, and appreciation for his work on railroad rates, and his ass'n services.

#### Sealed Corn Handling Margin

PRESIDENT HENRICK'S, presiding at a short business session, opened a discussion on government sealed corn when he said: "University of Illinois figures show that the average elevator cost for handling corn is 2.4c per bushel. Even higher figures are given by other studies. It is hardly fair for the Commodity Credit Corporation, in the face of these figures, to insist that we handle the sealed corn, delivered to it in satisfaction of loans, for only 2c a bushel. So low a margin is not enough."

A flood of comment was loosed. Briefly summarized, these comments pointed out that the Commodity Credit Corporation has been dictatorial in its attitude, telling the managers what they could take instead of counseling with them; that the Corporation insists they handle the corn expeditiously in the 60 day period between Aug. 1 and Oct. 1, a period that often interferes with incoming receipts of soybeans and might cause losses on soybean business; that claims for shortages are a problem, since the Commodity Credit Corporation does the billing, leaving managers unable to make claim against the railroads for leaks in transit, altho returns are made on the basis of out-turn weights; that a margin of 2c a bushel is obnoxiously low, in view of the fact that the elevators have to wait three months or more for their returns.

The managers felt they should have a com'te with a voice in the setting of margins for handling sealed corn from the current loans, and proposed a margin of 3c a bushel, the elevators to stand their own shortages.

ELECTION passed the office of president to Harold Steele, of Fisher. Frank Barkley, Yorkville, was continued as sec'y.

Adjourned *sine die*.

#### Illinois Banquet

The annual banquet was held in the Marquette ball room Tuesday evening, with all tables filled.

LYLE STRAIGHT, Bloomington, was the cheer leader, successfully developing mass singing of old favorites, after the dining.

MICHAEL B. CRAWLEY, Peoria, was the toastmaster, evoking many expressions of mirth with his running barrage of implications and jokes at the expense of leading ass'n figures.

DR. FREDERICK G. CODD, Davenport, Ia., was the guest speaker, delivering a combination of sense and nonsense that kept the audience entertained for an hour.

Among the features of the entertainment were several songs by 50 voices of Peoria's A Capella Choir, which were well applauded.

#### Officers Illinois Managers Club, 1939



Getting together on a program are President-Elect Harold Steele, Fisher; Sec'y Frank Barkley, Yorkville, and Retiring-President H. A. Henricks, Cerro Gordo.



## Peoria Exhibits

**SUPERIOR SCALE CO.** exhibited a So-weigh Grain Scale Beam on a stand. In charge of the exhibit was Joe Sowa, J. Johnson, and E. Berry.

**KELLY SEED CO.** exhibited a tableful of the lines it handles, including Ceresan and Semesan, legume and grass seeds, and other field seeds. A major part of the exhibit was a display of five varieties of Kelly hybrid seed corn, and their parent stocks. W. G. Kelly and A. K. Miller were in charge of the exhibit.

**EDWARD J. FUNK & SONS**, growers and purveyors of Hoosier-Crost hybrid seed corn, displayed a huge map of the central states, showing the location of their breeding fields, and exhibited ear samples of the product. In charge were Harry S. Brewer, and Harry S. Hocker.

## Peoria Convention Notes

**TWENTY-SIX** visiting ladies were entertained at a bridge party Wednesday afternoon, the extra two playing Chinese checkers. There were appropriate prizes, three of them, consisting of handsome table-ware that each wanted to win. Refreshments were served following the bridge party.

**ENTERTAINMENT** at Wednesday's sessions was a harmony program by Hitchcock's Harmony Hicks and Three Moehring Sisters, from Emden. Their radio voices and music brought in the crowd.

**EVERYBODY** missed Larry Larimore's "Hello, hello, hello!" Larry is in a hospital in Indianapolis, trying to find out what ails him. Eddy Shepperd did a good job passing out pencils and cigars for the Cleveland Grain Co.

**BILL TUCKER** and Earl Disbrow were alone on the job for Lamson Brothers & Co. Everyone hopes that the "com'ite meetings" that kept George Booth away prove profitable.

**BILL LAMB** made a lot of conversation about Kewanee Machinery Co.'s new overhead truck lift, which employs silent, efficient, compressed air to lift the cradle in place of motors and gears.

**REGISTRATION** was in charge of J. T. Peterson, and J. D. Stevens, of the Grain Dealers Mutual Fire Insurance Co., which supplied the attractive identification badges they pinned on the coat lapels of more than 350 delegates.

**RAY GUTTING**, radio announcer for the St. Louis market, was an attraction in the room Frank Sommers maintained for J. H. Teasdale Commission Co., splitting honors with Frank as host and keeping visitors entertained with the same old voice that so many of the elevator managers hear announcing the latest market quotations several times each day.

## Attendance at Peoria Convention

**INSURANCE** representatives were J. T. Peterson and J. D. Stevens, of the Grain Dealers Mutual Fire Insurance Co.; T. E. Sullivan and H. H. Parmenter.

**SEED HOUSE** representatives were Paul A. Funk, Gene Funk, Jr., and Roy Miller, Funk Bros. Seed Co.; Paul Warren and Howard C. Myers, Crabbs, Reynolds-Taylor Co.; W. G. Kelly, Kelly Seed Co.; Fred Weeks and Hal Walton, Ed. F. Mangelsdorf & Bro., Inc.; Charles H. Clark, T. E. Beeson, Harry S. Brewer, Harry S. Hocker and Harry S. Gill.

**BLOOMINGTON** representatives included A. M. Convis and H. C. Banks.

**CLINTON, IA.**, was represented by J. W. Henderson.

**INDIANAPOLIS** representatives were Ed K. Shepperd and Claude M. Record.

**ST. LOUIS** sent F. J. Sommer, of J. H. Teasdale Commission Co., H. L. Boudreau and Ray Gutting.

**FROM FORREST** came Robert W. Leetch.

**DECATUR** representatives were W. C. McGuire, Chet Knierim, Merle Collins, E. E. Rice, E. B. Evans and H. W. Glessner.

**SPRINGFIELD** sent Allan Moore, Charles W. Teitsworth and Edward Palmen.

**MINNEAPOLIS** sent E. K. Warner; Milwaukee, F. E. Benson.

**THE CHICAGO** market and Chicago grain firms were represented by Curt H. Stout and B. F. Bywater, Lowell Hoyt & Co.; J. H. Sum-

mers and W. W. DeBolt, Hulburd, Warren & Chandler; Hurley Beam, E. W. Bailey & Co.; Wm. H. Ogden and O. J. Bader, E. F. Havey; R. O. Cromwell, Wm. Tucker and Edward Nieft, Lamson Bros. & Co.; C. D. Olson, James E. Bennett & Co.; Steve Hercek, A. H. Ellis, "Squire" Cavitt, James P. Ryan, Jules Lapaix, J. A. Schmitz, D. H. Coffman, D. J. Bunnell, Frank Haines and M. L. Vehon.

**MACHINERY** firm representatives included W. D. Clark, George Betzelberger, Oscar Anderson, Pat Klumpers, J. A. Cuneo and A. J. Cook, all of Fairbanks, Morse & Co.; T. F. Hunt, Howe Scale Co.; Ed Bargery, Union Iron Works; Blaine B. Gemeny, Webster Mfg., Inc.; D. B. McLaughlin, R. R. Howell & Co.; William C. Lamb and J. M. Deck, Kewanee Machinery & Conveyor Co.; Joe Sowa, J. Johnson, and E. Berry, Superior Scale Co.

**MINERAL FEEDS** were handled by J. R. Overley; twine by J. G. Black.

**FENCING, POST AND SHEET STEEL** salesmen included Henry DeJong, S. D. Miner, Frank Dunphy, J. R. Langton, J. G. Eaton, E. M. Simon, C. R. Vertrees, Carl Macy, E. E. Zell and E. H. Nelson.

**ELEVATOR MANAGERS** present (arranged alphabetically by towns) included: F. Clark Wallbaum, Ashland; W. E. Shutt, Auburn; J. B. Owen, Armstrong; C. S. Reeser, Benson; H. E. Morgan, Buckley; G. H. Spainhower, Blandinsville; Dean M. Unzicker, Boody; Geo. A. Fecht, Bentley; R. E. Wright, Baker; Harry H. Roseman, Barnes; E. O. Glennon, Bement; H. A. Henricks, Cerro Gordo; Homer G. Sturm, Cropsey; A. F. Famen, Cookville; J. S. Heins, Cheona; E. J. Steele, Cisco;

H. T. Duffy, and Tivis E. Bilderback, Denver; Wm. F. Siemons, Del Rey; LeRoy Allison, Easton; F. J. Craver, Elkhart; Melvin Remmers, El Paso; Wm. A. Kommick, Emden;

Loren R. Larrick, Elwin; O. J. Hattberg, Eliott;

Harold B. Steele, Fisher; Henry Lühring, Frankfort; Ira Lehmann, Forrest; B. W. Bockewitz, Farmersville; H. H. Potter, Galesburg; B. J. Reinmann, Garfield; L. W. Seager, Grand Ridge; James R. Herbert, Gifford; J. H. Shutt, Girard; Wieber H. Boies, Gridley; Henry Blessman, Gridley; Lawrence Pittman, Hammond; Lester Fielding, Hartsburg; Wm. Swank, Ipava; Lawrence Morrow, Joy; J. H. Zink, Kasbeer;

A. E. Foster, Ladd; S. L. Nuty, East Lincoln; John G. Saathoff, Litchfield; J. E. McCreery, Mason City; G. E. Mellen, Mazon; H. A. Guenther, Morton; C. A. Stout, Moweaqua; Melvin Hallstein, Minier; Roy H. Jones, Monticello; Geo. S. Larrick, Milmine; Arthur Dirst, Minooka; G. P. White, New Berlin; Ezra Martin, New Lenox; Roy C. Bates, Normal; J. W. Hatten, Ottawa; James McMahon, Ocoya; Thos. Woolston, Owaneco; Robert V. Dewey, Pekin; C. E. Miller, Piper City; Howard McWard, Palmer; Charles H. Porter, Pekin; Leo M. Reiser, Pleasant Plains; Milton T. Sonntag, Plainfield; H. L. Hanson, Rochelle;

J. D. Harms, Richland; John H. Heins, Pontiac; Laurel Truman, Ridgefarm; C. Oscar Merkle, Roseville; C. J. Roseman, Randolph; A. W. Brown, Roanoke; Walter Hinkel, Raymond; D. J. Smith, Scarboro; A. J. Torri, Seatonville; J. G. Andrews, Spires; R. J. Hogan, Seneca; M. J. Hogan, Seneca; E. J. Olson, Standard; E. T. Johnston, Sibley; J. D. Worsham, Sheldon; Glenn D. Marshall, Stronghurst; Stanley R. Springer, Stanford; F. J. Morrissey, Sublette; Ben H. Carius, Tremont; F. E. Hoffman, Tabor; J. C. Schumacher, Verona; V. O. May, Virden;

Howard Smith, Walnut; F. C. Harwood, Williamsville; Geo. C. Wellhardt, Washington; S. Oliver Gray, Woodland; J. A. Little, Weedman; W. W. Lühring, Weston; Geo. Bloomberg, Woodhull.

## Statistics Show Condition of Illinois Farmers Elevators

By HARRY HIESER, Public Accountant

This report is compiled from audits of representative companies in all parts of Illinois, which when broken down into averages shows authentic conclusions as to the average result of operations and as to the average financial condition existing among Illinois farmers elevators.

### Comparison of Averages

|   | Year of 1937 | Year of 1938 | Increase or Decrease |
|---|--------------|--------------|----------------------|
| Notes Receivable....                                    | \$ 3,630     | \$ 3,531     | De. \$ 99            |
| Accounts receivable..                                   | 8,610        | 9,146        | In. 536              |
| Total receivables....                                   | \$ 12,240    | \$ 12,677    | In. \$ 437           |
| Fixed assets.....                                       | \$ 34,250    | \$ 34,873    | In. \$ 623           |
| Reserve for deprec..                                    | 15,110       | 16,174       | In. 1,064            |
| Net book value.....                                     | \$ 19,140    | \$ 18,699    | De. \$ 441           |
| Capital outstanding..                                   | \$ 22,830    | \$ 23,155    | In. \$ 325           |
| Surplus .....   | 18,852       | 19,347       | In. 495              |
| Book net worth.....                                     | \$ 41,682    | \$ 42,502    | In. \$ 820           |
| Book value of stock..                                   | 183          | 184          | In. 1                |
| Current assets.....                                     | 35,484       | 36,318       | In. 834              |
| Liabilities .....                                       | 13,850       | 13,505       | De. 345              |
| Working capital....                                     | \$ 21,654    | \$ 22,813    | In. \$ 1,159         |
| Bu. Bu.   |              |              |                      |
| Bushel turnover....                                     | 320,242      | 440,084      | In. 119,842          |
| Grain sales.....  | \$264,360    | \$219,490    | De. \$44,870         |
| Mdse. sales.....  | \$ 37,000    | \$ 35,838    | De. \$ 1,162         |
| Operating expense...                                    | 8,414        | 8,848        | In. 434              |
| Per cent of sales....                                   | 2.79%        | 3.46%        | In. .67%             |
| Depreciation .....                                      | 1,084        | 1,213        | In. 129              |
| Charge offs.....  | 494          | 360          | De. 134              |
| Net operating profit..                                  | 5,047        | 5,772        | In. 725              |
| Net profit after deprec. and charge offs .....          | 3,469        | 4,199        | In. 730              |
| Net profit after charge offs and patronage dividends... | 3,098        | 3,175        | In. 77               |
| Notes payable per borrowing company..                   | 8,050        | 5,945        | De. \$ 2,105         |
| Patronage dividends per paying company..                |              | 3,792        | .....                |

### Turnover Factor

The average bushel turnover is the largest in recent years while the merchandise sales show a decrease under the prior year. The large turnover proved to be beneficial since the operating margin generally has been cut to such an extent so that the handling charge would not be enough to meet expenses with a normal turnover. The decrease in operating margins is attributable to inequality in freight rates and to territory lines having been broken down by truckers in their effort to obtain hauling.

### Reduced Margins

Reduced operating margins have displaced patronage dividends to a certain extent since the dividend is paid at the outset to all sellers of grain instead of being distributed at the end of the year. This procedure is not as noticeable as the distribution of patronage dividends.

An increase in receivables among some companies is manifest. This condition existed even though the merchandise sales show a decrease. The receivables show an increase of about \$900 on the average after deducting bad accounts charged off. To show the trend we have divided the companies as to the ones showing increases and the others showing a decrease, 47.6 per cent showing an increase in receivables. The average per company which show increases in receivables is \$2,651. The average decrease per company among those showing a decrease is \$1,571.

The increase in grain-turnover is largely attributable to the corn carryover from the prior year. You will note that even though the grain turnover shows an increase of 119,842 bushels on the average, the sales show a decrease of \$44,870 on the average. The decrease in sales from a monetary standpoint is reflected in a decrease in merchandise sales and no doubt the decrease had some effect on collections, resulting in added receivables.

The increase in expenses is mostly attributable to increases in salaries.

The increased depreciation is the result of added improvements made to property thruout the years of 1937 and 1938. The average added improvements as a whole for the past two years was \$2,265.

The increase in operating profits is commendable, especially when taking into consideration the narrow margin on which grain is being purchased. Buying on too narrow a margin is the forerunner of speculation on cash grain, that is, holding of grain and trying to catch an upturn in the market, to enable profitable operations.

Notes payable are shown as an average per borrowing company and not as an average of all companies combined; 47.6 per cent of the companies had borrowed money at the close of the year compared with 50 per cent at the beginning of the year.

The receivables seem to present one of the biggest problems and quite often definite action on the part of the board of directors is of great assistance to the manager in making collections.



## Sealed Corn and Sales Tax Concern Indiana Trade

Low handling charges and long waits for pay for handling sealed corn delivered to the Commodity Credit Corp. in settlement of loans was a prime subject before the 24th annual convention of the Farmers Grain Dealers Ass'n of Indiana, held in the Spencer Hotel, Marion, Feb. 16 and 17.

Of almost equal concern was the Indiana gross sales tax, which the elevator managers want reduced to a less burdensome amount for retail merchants.

Three business sessions were held during the two days of the convention, attracting more than 150 delegates.

### Thursday Morning Session

PRESIDENT FRANK PYLE, Van Buren, presided at the opening session.

SECY W. L. WOODFIELD, Lafayette, first on the program, read the minutes of the last meeting. Activities of the ass'n, he said, are confined largely to work on insurance, fidelity bonds, and income tax exemptions, and the ass'n has enjoyed an increase in membership.

PRESIDENT PYLE, in his annual address, said:

#### President Pyle's Address

Country elevators, whether cooperatives, farmers stock companies, or private enterprises, have a duty to perform, and a definite place in the economic lives of communities. It is the manager's duty to provide the best possible daily market for the products of the farm, and to supply patrons with honest merchandise, handled on a legitimate margin, and help farmers with education and advice that will make their agricultural pursuits more profitable. Good managers will build sound clienteles and good communities in which to live.

I doubt if the average business man realizes the tremendous trade attraction of a country elevator. Sometimes I wonder if we managers realize how much we help our communities. The fact that most of us have been doing business at the same old stand for the last 25 years is sufficient testimony that we have delivered the exacting service demanded of us.

A mixture of wheat and rye in the same field looms as one of the big problems in grain handling next year. This will be particularly hazardous, unless the grain buyer uses unusual precaution. The advice that was going the rounds a short time ago, encouraging sowing of two such closely related crops in the same field, could not be called good, and has multiplied the problems of the country elevators.

Country elevators have had a lot of experience with acreage curtailment. I have often expressed a conviction that the theory of scarcity for the many in order to benefit a few is a wild fallacy. Today I see no good reason to change my views, but I fear that unless some plan is developed to increase commercial possibilities in farm crops, we may be faced with even more drastic restrictions. Personally, I believe that the one accomplishment of Sec'y of Agriculture Wallace, is establishment of test tube laboratories for commercial research on farm products. If our farmers insist on using machinery, it becomes necessary that the farms produce their own fuel.

It is a tragic fact that farm legislation has always been messed up with politics. After 10 years of tinkering with legislation, our farmers are still seeking relief, and politicians are still seeking what will bring in the most votes.

A few years ago we had the pitiful experience of the Farm Board, with immense stocks of grain piled high in the show windows of the world. Are we drifting into the same situation with our present system of loans and storage of grain? When we think of 150,000,000 bus. of corn under seal, and sure to be unloaded in the not too distant future, we wonder what hope we can have for the price of corn. Something is wrong with our system of distribution. We have enormous surpluses of foodstuffs, yet millions of the world's people still face starvation.

Legislation, both state and national, is of major concern to every elevator manager. Examine proposed legislation for its effect on your business, and bombard your congressmen and senators with protests if you consider it detrimental. Every elevator operator should protest the proposed wage-hour bill in Indiana, at least until the federal measure has been tried and proven. We should work for a reduction

of the Indiana gross income tax, which is proving far too burdensome on our retail sales.

**Margins and credit:** Too many of us are still trying to handle corn on small margins, when our overhead is twice as high as a few years ago. Elevators have to get overhead expenses out of the products they handle in order to keep ahead of the sheriff.

Most country elevators do an extensive credit business. It is too easy to overlook the fact that an account which is carried for a lengthy period, costs money. Under present conditions there is grave danger that some of these accounts will never be paid. It is not fair for a farmer to expect an elevator to carry his account indefinitely, but every elevator manager is being put on the credit spot constantly.

If the elevator manager would check up the record for payment made by the customer, and tie up the customer's property, as is done by implement manufacturers and the production credit companies, most of our credit worries would be over, and overhead costs would be reduced.

Extension of credit can be made profitable to the elevator business, and become a business asset if properly handled. But careless handling of credit can soon run away with the business and cause its ultimate failure. It must be met fearlessly, mindful first of the natural law of self-preservation.

We can be thankful that we are allied with a business that for ages has diligently worked at assembling, cleaning and processing grains, sending them out again into world trade channels; constantly searching for new markets and new methods that would help give the consumers their foodstuffs at a minimum cost. The grain trade has undergone many hardships and many regulations, but it has always succeeded in cleaning its own house.

PRESIDENT PYLE appointed the following committees:

**NOMINATIONS:** John Grogan, R. S. Wiggins, and Victor Stucky.

**RESOLUTIONS:** Wm. Stevenson, Everett Daily, and Wm. Hagen.

Adjourned to 1:30 p. m.

### Thursday Afternoon Session

PRESIDENT PYLE presided at the second session.

GLENN E. CAMPBELL, Cleveland, O., addressed the delegates on advertising, in general, and the coming 7th World's Poultry Congress, in particular.

#### Advertise Your Business

"Advertising is a part of every sales program," declared Mr. Campbell. "Everything that an elevator is or does is a part of its sales effort, and bears an influence, good or bad, on its business. An attractive, well-kept elevator attracts trade. A run-down, dirty, disorderly trap discourages trade.

"Advertising builds prestige for an elevator. Prestige is a large part of the purpose of printers' ink. Buyers are always looking for bargains. But at the same time they want the best merchandise in town. And they demand service as well as quality.

"Sending postal cards to customers is a healthy practice. But see that these pieces of advertising carry the customer's viewpoint. Customers care little about how good you are; they are interested in what they want.

"The elevator operator who gets advertising matter covering the merchandise he handles, and fails to use it, fails to get his money's worth. The elevators help pay for this advertising with their business. If they will use it intelligently and honestly, it will help reduce their overhead, by bringing them a greater volume of business.

"It costs more to do business today than it used to cost. This increased cost demands that managers handle their businesses carefully. If a farmer shows signs of being a poor farmer, he cannot be termed a good credit risk. If an elevator manager demonstrates poor management, he is in a similar position.

"The elevator is the most imposing structure in most towns and villages of the middle west. The advertising it does, and the good will it builds, represents the elevator 24 hours a day.

"There is lots of sentiment in business. If you can make folks feel that you are a leader, if you can make them feel that you are interested in their welfare, if you can make them understand that you want to help them make more profit, you will attract trade. Indirect advertising carries tremendous influence.

POULTRY CONGRESS: "The World's Poul-

try Congress at Cleveland this summer has been planned as an aid to the poultry industry and an indirect benefit to the country elevators who sell feed and poultry supplies. It will awaken more interest in chicks and in poultry products from the standpoint of consumers, and will encourage poultry producers and farmers to increase their flocks and use more feed.

"The World's Poultry Congress, where more than 40 nations will be represented, is worth your support. You can build up your own business indirectly by supporting it."

### Do We Need More Legislation?

LEW HILL, Indianapolis, seeking an answer to this question reviewed the history of farm legislation, beginning with the Farm Board, ending with soil benefit payments and acreage restrictions on the production of grain. Nowhere in the analysis could he find a reason for believing that more legislation is needed to control the grain trade, or that present restrictions on hedging and futures trading has helped increase the incomes of farmers.

Mr. Hill encouraged grain dealers to get a broad viewpoint on the farm question, as well as their own, but he left the question about needing more legislation open for individual answers.

L. E. RILEY, Pleasant Plains, Ill., president of the Illinois Farmers Grain Dealers Ass'n, believed that if a farmer cannot make his farm pay, he ought to turn it over to someone who can. "I am a farmer," he said. "I don't need government help, and I don't believe you do."

Mr. Riley explained a plan for a national boys' and girls' essay contest, with suitable awards for the winning essays on the "Importance of Farmers Elevators." The essays would be judged by local judges, winning papers would be passed on to state judges, and the state winners would compete in the national contest.

Adjourned to Friday morning.

### Hoosier Banquet

The annual banquet was held in the ball room of the Spencer Hotel on Thursday night, and the room was packed.

REV. GEORGE W. WINFREY, Alexandria, Ind., was the featured after-dinner speaker. He encouraged the elevator managers to look upon their businesses as an opportunity to serve their communities. "Bread cast upon the water," he said, "will return after many days."

### Friday Morning Session

PRESIDENT PYLE presided at the third, and closing session.



Frank Pyle, Van Buren, re-elected President of the Indiana Farmers Grain Dealers Ass'n.



F. J. HABEIN, Muncie, Ind., director National Credit Ass'n, explained how to take the "Red Out of Credit," considering farmers at the top of the heap of good credit risks. He told of an experience of getting \$300 worth of credit in Montana without the aid of collateral. "Credit cannot be obtained so easily today," he remarked.

"In this day of narrow margins," he added, "it is necessary to scrutinize all requests for credit very carefully. Carelessness means that as much as 10 per cent of the credit accounts will have to be charged off."

"Farmers are among the best of credit risks. But if a farmer gets overloaded with credit he may be unable to pay."

Mr. Habein blamed the depression on over extension of credit. "If a man gets \$150 a month," said he, "and spends \$200 thru the use of credit, somebody is going to suffer."

"The character of a borrower is as important as his record of payment. A good proposition, on which a borrower can make a profit, may merit extension of credit."

"It is quite possible for a merchant to do his customer an injustice by extending credit too often, and for too large amounts."

#### Northern Regional Research Laboratory

DR. L. B. HOWARD, Peoria, Ill., described the Northern Regional Research Laboratory being set up by the federal government at Peoria for chemical research into possible industrial uses for surplus wheat, corn, and farm wastes, like corn stalks and straw.

#### Resolutions Adopted

The resolutions com'te reported the following resolutions, which were adopted unanimously:

##### Research Laboratories

WHEREAS, the federal government has spent large sums of money in an endeavor to find a solution to the farm problem, the results of which have proven ineffective to the welfare of both farmers and business men, therefore be it

RESOLVED that the Indiana Farmers Grain Dealers Ass'n go on record heartily endorsing the federal program for establishing Research Laboratories, in an endeavor to create greater domestic demand for farm products, as a better solution to the farmers' problem.

##### Essay Contest

RESOLVED that we heartily endorse the Farmers National Grain Dealers Ass'n sponsorship of an essay contest and that the Indiana Farmers Grain Dealers Ass'n cooperate in sponsoring it.

##### Ask 3 Cents for Handling Sealed Corn

WHEREAS, handling of the sealed corn the past season proved to be a very unsatisfactory procedure in a number of ways, therefore, be it

RESOLVED that a com'te of three from the Indiana Farmers Grain Dealers Ass'n be appointed to act in cooperation with other like com'tes in other states to negotiate with the Commodity Credit Corp. for a more satisfactory arrangement in the way of (1) securing a minimum of 3 cents a bushel as a handling charge and (2) to secure prompter settlement of handling fees.

##### World's Poultry Congress

WHEREAS, through the efforts of Glenn Campbell, the Seventh World's Poultry Congress has been brought to Cleveland, O., a neighboring city, and that the influence of the Congress will be far-reaching in its beneficial effects on related industries by heartily supporting it in every way possible, be it

RESOLVED that the Indiana Farmers Grain Dealers Ass'n pledge their support and cooperation in the work.

##### Gross Sales Tax

WHEREAS, the burden of taxes is becoming almost unbearable and that the gross sales tax is particularly burdensome to the retail merchant, be it

RESOLVED that we are in favor of leaving the specific exemption as it is, \$3,000, and that the rate be reduced to one-half of 1 per cent.

##### Election of Officers

The annual election kept all old officers. They are: Frank Pyle, Van Buren, pres.; Paul Dawson, Wolcott, vice pres.; W. L. Woodfield, Lafayette, sec'y-treas. Directors, F. A. Dahl, Lowell, and L. F. Clupper, Rich Valley, were re-elected, and John Cruca,

Crawfordsville, was elected a director to fill out the board. Hold-over directors include: John Witte, Hoagland; Roy Camp, Monticello, and J. R. White, Shidler.

Adjourned *sine die*.

#### Hoosier Convention Notes

REGISTRATION was in charge of A. E. Leif of the Grain Dealers Mutual Fire Insurance Co., which supplied attractive identification badges for each of the 150 delegates.

ABOUT 50 ladies came to Marion and enjoyed the banquet Thursday evening with their husbands and sweethearts.

SUPPLY FIRMS exhibited their products in the registration lobby. The list of exhibits included fertilizers, hybrid seed corn, feeds, electric farm fence, chicken litter, bags, and elevator equipment.

THREE VAUDEVILLE acts were included in the Thursday evening entertainment: The Dale Sisters, with a popular instrumental and vocal program; the Y. M. C. A. Glee Club, with 25 boys being directed by Arthur Curran, and "Two Kings and a Queen," a novelty act.

DELEGATES were given their choice Thursday afternoon of a trip thru the Hoosier Soy Bean Mills, or a trip thru the U. S. Veterans Hospital. Most of them elected to advance their education by following Manager John Caldwell thru the soybean mills, and observe the huge presses and filters at work processing soy beans.

#### In Attendance at Marion

From Buffalo came J. E. Heffner.

Toledo's representative was George R. Forrester.

Indianapolis sent E. K. Shepperd, Lew Hill, and Claude Record.

Twine representative was L. R. Rumsyre; bags, I. H. Katz.

Interior brokers included: C. G. Egly, Fort Wayne; O. A. Duchess, Walton.

Machinery firms' representatives included: C. W. Gottman of Prater Mfg. Co., and W. W. Pearson.

Chicago was represented by J. H. Summers (Hulburd, Warren & Chandler), Don Jones (Lowell Hoyt & Co.).

Seed firms were represented by: C. C. Major, Gene Floyd; G. R. Straub (Crabbs-Reynolds-Taylor Co.); Guy F. Davis, Charles Rush, E. D. Ackerman.

Fertilizer representatives were: Herbert Darr, Ivan Mills, W. C. Cummings, Fred Schmidt, Earl S. Johns, G. H. Kingsbury, M. F. Gilgrist, Sheldon Clock, J. A. Turman and John H. Vaughn.

Feed and feed concentrate interests were represented by: E. V. McCann, George Thomas, Lyman Peck, M. E. Cook, Abie Polstra, John H. Caldwell, Jr., George Schooler, Albert E. Snyder, Harry Cooper, R. E. Somerville.

Managers and directors of elevators present included: Ralph Horine and C. C. Palmer, Albion; John Grogan, Ambia; F. A. Dahl, Belsham; Victor Stuckey, Berne; Wm. Stephenson, Cammack; Wm. Hagen, Chalmers; Avon Burk, Decatur; J. D. Kiefer, Elwood; B. G. Gunderson and M. P. Hill, Francisville; C. E. Barracks, Miles Gooding and Ross Wise, Frankton; John Witte, Hoagland; H. O. Rice, Huntington; H. G. Lutz, R. S. Wiggins and W. L. Woodfield, Lafayette; George Neidlinger, Lebanon; C. W. Shuman, Logansport; H. G. Tyler, Lowell; Ad-dis Thomas, Marion; D. E. Kibbey and G. F. Slater, Mathews; Roy Camp, Monticello; W. G. Einspahr, North Hayden; Harry Baker, North Manchester.

Ralph Schinbeckler, Raber; Ardis L. Cornwell, E. E. Daily, Arthur Sparks and Eli F. Zehr, Remington; J. K. Barnett, L. F. Clupper, D. H. Jackson, Ed Stone and O. G. Whitesel, Rich Valley; Wm. Leard and J. R. White, Shidler; Walter Penrod, South Whitney; G. W. Woodward, Tocsin; Clyde Ogan, Treaty; L. E. Gardner, Frank Pyle and Will Sanderman, Van Buren; W. A. Coolman, Wilbert Heston, John Lightfoot and L. E. Updike, Warren; LeRoy Pppley, Wabash; C. C. Barnes, P. Bright and W. G. Haug, Winchester; K. R. Applegate and Sam Lebo, Winnamac; Paul Dawson, Wolcott.

Price-Fixing of coal by the Bituminous Coal Commission is permissible. A three-judge federal court at Washington Feb. 16 denied the City of Atlanta an injunction restraining the Commission from promulgating minimum coal prices.

#### Lamson Bros. & Co. Absorb Harris, Burrows & Hicks

As of Mar. 1, Lamson Bros. & Co. and Harris, Burrows & Hicks will unite under the firm name of Lamson Bros. & Co.

Lamson Bros. was founded in 1874 by L. J. and S. W. Lamson. In 1889 Sydney Date was made a general partner and in 1906, the late Leslie F. Gates and Warren A. Lamson were admitted to the partnership, which has continued uninterruptedly since the date of the founding.

The firm Harris, Burrows & Hicks was the outgrowth of the J. J. Townsend & Co. and Cross, Roy & Harris. Conspicuous among the early members of that partnership were the late J. J. Townsend, W. F. Burrows, Jr., Albert E. Cross, Irving Roy and Siebel C. Harris.

The firm will continue to operate as commission brokers in securities and commodities. The branches and the extensive wire connections of the consolidated firms will be maintained. Offices in Minneapolis and St. Paul under the direction of Albert W. Lindeke, resident partner in St. Paul, will give the firm wider representation in the Twin Cities. The former partner of Harris, Burrows & Hicks, Theodore H. Price, Jr., will make available an additional New York Stock Exchange seat. Mr. Price will act as floor partner for the firm in New York City.

Also as of March 1, 1939, it is proposed to admit to general partnership Warner M. Washburn and Frederic P. Barnes, long associated with Lamson Bros. & Co. in their Chicago and Kansas City offices respectively.

The main office will continue at 141 W. Jackson Blvd., Chicago.

Partners comprising Lamson Bros. & Co., as of Mar. 1, will be: Warren A. Lamson, Harry H. Lobdell, Edward F. Thompson, George E. Booth, Henry J. Rogers, James A. White, William C. Karlson, Benjamin L. Hargis, Warner M. Washburn, Frederic P. Barnes, Edward L. Hicks, Jr., Albert W. Lindeke, John C. Pitcher, Theodore H. Price, Jr., Malcolm R. McAdoo and Albert C. Fischer.

#### Washington News

A Process Tax of 30 to 50c per 100 lbs. of flour is provided for in H.R. 3586.

Government manufacture of fertilizer is proposed in a bill by Rep. Walter M. Pierce, and in another by Senator D. Worth Clark.

Washington, D. C.—A bill to protect farmers from dishonest seedsmen has been introduced in the House by Rep. Coffee of Nebraska as H.R. 3366, to require accurate labeling of shipments.

Amendments to the A.A. Act have been reported out by the agricultural com'te of the House, to permit the transfer of so-called frozen acreage, and to regulate benefit payments to participating producers.

Ellison D. Smith, "Cotton Ed," has a bill in the Senate, where he is chairman of the Agricultural Com'te, to amend the Soil Conservation Act, completely remodeling the government cotton control to give farmers more freedom.

"Price Adjustment" rates of payment were announced Feb. 14 by the Department of Agriculture, for 1939: Cotton, 1.6 cents a pound; corn, 6 cents a bushel; wheat, 11 cents a bushel, and rice, 12 cents per hundred pounds. The amounts to be paid on each of the four crops were estimated as follows: Cotton, \$84,578,000; corn, \$61,613,000; wheat, \$64,113,000, and rice, \$1,696,000. In addition, there will be paid to co-operators, on cotton, 2 cents a pound; corn, 9 cents a bushel; wheat, 17 cents a bushel, and rice, 10 cents per hundred pounds, out of the \$500,000,000 soil conservation fund. Social security taxes on industrial workers will be available to pay the farmers.



## Action Demanded by North Dakota Dealers

Sub-zero weather, blizzards and snow blocked roads could not prevent over 600 from attending the annual convention of the Farmers Grain Dealers Ass'n of North Dakota, held in Devils Lake, Feb. 7, 8, 9. While the registration was far below that of last year, never before was a more enthusiastic or more constructive program presented to such a large and attentive audience. The beautiful War Memorial Hall was filled at each session, giving prominence to the fact the grain men of the Flickertail State mean business when they gather to discuss their business problems.

PRES. WALTER ALBRIGHT, Bonetrail, called the meeting to order and introduced Rev. E. Leland Rude, who offered the invocation. Mayor W. E. Hocking welcomed the guests to the city. R. O. Everson, Washburn, responded.

In his annual message Pres. Albright reviewed the aims and aspirations of the ass'n and outlined the major problems with which the trade is beset. His address follows:

SEC'Y C. H. CONAWAY, Fargo, in his review of the association's activities during the past year, said:

### Sec'y C. H. Conaway's Annual Report

We have been active in the campaign to control the grasshopper menace and we are now on the Executive Com'te of the Northwest Grasshopper Control Conference. We are one of the members of the Northwest Shippers Advisory Board which has almost completely eliminated all danger of a car shortage when needed most during the crop season. We have been one of the most consistent advocates of a seed and feed loan program for farmers unable to provide for themselves. We have appeared before commissions on many occasions when freight rates were to be considered, bond premiums were being discussed, service charges were being raised, and who can say but that we have earned your respect and confidence. We have tried to revise legislation detrimental to you in the operation of your business and have made rapid strides in that direction. We are prepared to give you advice, based upon the experience of others, and will continue to keep abreast of the times and the changes apparent from day to day.

We believe that group meetings in every section of the State of North Dakota would be a worth while venture in the interest of fair competition.

The Farmers Grain Dealers Ass'n has consistently been in the midst of every rate adjustment or service charge controversy. We have protected you as far as possible, in keeping with our membership, on insurance premiums and bond charges and we believe we have maintained a distinct advantage in this field. We have given free advice and obtained legal opinions for you when requested and believe them to be accurate. We have the respect of all other business organizations, whether arrayed with or against us. We have been active in grasshopper campaigns, seed and feed loans, farm relief, conservation programs and above all have tried to protect the Northwest farmer in his right to a certain market for the commodities he may grow best.

To be a director in a company carries with it a certain responsibility that makes itself manifest thru the work of the manager. It is a difficult role to be a director in any institution. I say that our board of directors has given the secretary's office the support necessary for a business regime. If we have failed in our duties, it is no fault of theirs.

**Membership:** We had 178 paid up memberships on last Dec. 31, having received 164 renewals and 14 new members. This is four more than was recorded the year before. We have on record about 50 or 60 more that qualify as members in good standing, bringing our total membership up to 225 or 230. You know the warehousing situation. The southern and western sections of our State were again hit with dry weather and grasshoppers. Many elevators were closed in these districts but we were fortunate in securing several new members during the year to replace those who are temporarily out.

We still enjoy the friendship of tradesmen and traveling representatives on the road. They have assisted us in securing new members and keeping the old. We want you to know that we appreciate your assistance and hope to continue the alliance.

Our fidelity bond department has shown a slight improvement over a year ago. Our losses have been held to a minimum and generally

satisfactory conditions have prevailed. I think you know the difference between the three types of manager's bonds used in the elevator business. The L and E, or larceny and embezzlement form, may be secured thru the Association at a rate of \$7.50 per thousand. The one act form of manager's bond may be secured thru the Ass'n for \$15 per thousand and the grain shortage form may be secured from the same source for \$35 per thousand.

This Association belongs to you and you are entitled to know the intimate details of its operation. We have given you one of our membership cards which states on its face when your membership expires.

We have no definite plans for 1939. Conditions may arise over night that may change the best laid plans of "mice or men." Much depends on you and your business. We are happy to have been of service to you in our small way and find a satisfaction in launching a program for the year 1939 with an Ass'n in better condition to weather the storm than at most any time in its history.

All in all, we are very much pleased with your support and confidence in us during the past year. Our financial condition has improved over a year ago. On Dec. 31, 1937, we had \$1,864.01 cash on hand or rather in the bank and bills payable of \$22.03. At the end of the year just closed on Dec. 31, we had \$2,940.62 in the bank with accounts payable of \$30.42. If you would like to look over our auditors' report, you may come to me or contact the Director in your district; he has a copy of our last report. The credit for our financial condition rests with you.

The bill requiring the installation of automatic dial scales was given considerable discussion, and all in attendance were urged to send a telegram to their representatives in the state legislature demanding defeat of the measure.

PRES. ALBRIGHT appointed the following committees: CREDENTIALS: C. O. Haakenson, Galesburg; Chas. Torgenson, Reeds; Lars Hylden, Park River. RESOLUTIONS: P. J. Whelan, Crystal; W. P. Vincent, Fortune; Sig Olson, Hatton.

### Tuesday Afternoon Session

W. H. TOUISSANT, Fargo, in his address on New Uses for Farm Products, said, "As grain dealers you are directly dependent upon the farm and its products, you are socially and economically interested in agriculture. The over-expansion of agriculture immediately following the war crippled our foreign trade. The transition from horses to autos has taken away an enormous market. However, we are fundamentally interested in the future. Chemistry has and will play an important part in solving many of the intricate problems facing agriculture today. It was through chemistry and research that we have been able to control smut; to develop a corn which would be adaptable to this section of the country; to produce a wilt resistant flax." Mr. Touissant then explained in detail the many uses found in industry for by-products of farm products.

SEC'Y CONAWAY: A question that is vital to each of you is: What shall the Board of Directors do to assist the manager? The importance of this question was brought forcibly to me a short time ago when I was asked to meet with a Board of Directors whose manager had defaulted. The manager was brought before the board, the matter was discussed from every angle, and after the discussion all of the directors agreed they had contributed in causing the defalcation.

ALBERT KUBALL, McCanna: It is my opinion the Board should work closely with the manager. The manager should make a statement each month; by doing this the directors know the status of the company. The Directors are "too far away from their manager."

VICE-PRES. JOHN JONES, Garske: The Directors should have close contact with the manager at all times, and give him every assistance possible. If they will work with him, they will know what he is doing, and he will do better work.

The securing of a fidelity bond was explained

by Sec'y Conaway. He also gave valuable information on what must be done to keep the premium low.

JOHN GULLICKSON, chief elevator accountant, R. R. Commissioners, explained the change recently made by the Commissioners permitting the shipping of stored grain when the elevator is filled at least to 50 per cent of capacity.

SIG OLSON, Hatton: We have quite a problem at our elevator. This year more than ever. As soon as the crop was harvested the farmers started a veritable race to get their grain to market. As a result, our elevator was filled and we were forced to rent three tanks at the State Mill. This did not provide enough space and we were forced to ship to Duluth. Naturally we are collecting a storage fee from the farmers, but it does not come near covering what we are paying for this outside storage space. It has cost us \$12,000 to handle the grain this way. I think the law is not right. Had we sold the grain when it was received we would have been indicted by the Commissioners, but we could have saved this amount. As I see it, the only solution to our problem is for us to build a 100,000 bushel elevator before another crop.

W. P. VINCENT, Fortune, explained the difficulties he ran into when he shipped 10,000 bushels of grain.

CAPT. L. C. WEBSTER, sec'y N. W. Country Elevator Ass'n, Minneapolis: Any country elevator which ships stored grain for restorage in a terminal elevator located outside of the state in which the grain was originally stored is technically in violation of Section 8, subsection (5) of an Act of Congress approved May 12, 1933. This, in spite of the fact that some state laws permit the restorage of such grain in terminal elevators. It is this law which has caused the Commodity Credit Corporation to demand in its agreements with elevators qualified under the Wheat Loan Program that all stored grain be held at the original point of storage. The government agencies object to the issuance of two negotiable warehouse receipts on the same grain, and this objection can be partly met by having the restored grain in terminal elevators covered by a non-negotiable warehouse receipt. Country grain elevators do not have the capacity to handle grain in the manner in which it is harvested at this time. For at least 60 days from the beginning of harvest the movement is so heavy that grain must be moved to the terminals for storage. The federal storage law as contained in Public No. 10, 73rd Congress, H. R. 3835, and reads as follows: "(5) No person engaged in the storage in a public warehouse of any basic agricultural commodity in the current of interstate or foreign commerce shall deliver any such commodity upon which a warehouse receipt has been issued and is outstanding without prior surrender and cancellation of such warehouse receipt. Any person violating any of the provisions of this subsection shall, upon conviction, be punished by a fine of not more than \$5,000, or by imprisonment for not more than two years, or both xx."

This federal law should be amended to permit country elevators to move surplus stored grain to terminals and there store it for the country owners of the grain under non-negotiable receipts made out to the trustees or consignees of said grain.

RALPH GUNKLEMAN, Fargo: We ship out considerable stored grain. We have to store in a terminal elevator to comply with the state law, but we do get around the Federal Law. Money can be loaned on grain shipped out of the state, but it must be stored in compliance with the state law. I would not ship stored grain unless the farmer endorses the storage receipt.

CAPT. WEBSTER: What do elevators have to do to earn the handling charge?

MR. GULLICKSON: Take the grain into



the elevator, put it into a bin, buy and install coopeage and load into a car.

CAPT. WEBSTER: We would like to have the term "delivery" clarified. We are asked to render a service for which we cannot collect.

FRED BETZ, Starkweather: I am in favor of shipping stored grain, and we should have the right to ship out.

MR. OLSON: Our chief aim is to make as much money as possible. We will not knowingly underprice at time of selling and pay too large a dividend. Regardless of the difficulty we have experienced we have made money, but we would like to get away from the excessive expense we are put to. We favor the Commission's ruling to ship out stored grain. What grain we do ship is shipped from Hatton. We are leaving the grain in the State Mill and it may stay there through another crop and another one to get away from the handling charge.

The state and the federal laws were explained by Sec'y Conaway. E. C. Hillweg, ass't sec'y Minneapolis Chamber of Commerce, also gave his interpretation of the laws.

### Tuesday Evening Session

This session was given over to the managers who took the opportunity to exchange ideas of mutual benefit to their employers and to themselves. Close co-operation and contact with competitors for the purpose of creating a better feeling which would result in fair competition was endorsed. At this meeting it was decided to hold group meetings throughout the year, for the purpose of increasing interest and membership in the ass'n.

### Wednesday Morning Session

W. J. LEARY, N. D. Agricultural College, gave an interesting talk on Seed Grains which appears elsewhere in this number. An attractive display prepared by Mr. Leary and his colleagues, showing the different varieties of wheat, was on display throughout the convention and proved very interesting to all in attendance.

M. J. GORMLEY, Ass'n of American Railroads, Washington, D. C., gave an interesting talk on The Railroads and Agriculture, excerpts from which were published in the Feb. 8 number of GRAIN & FEED JOURNALS.

CAPT. WEBSTER in his talk on the Trucking Problem explained the bill regulating truckers which has been presented before the legislatures of several states saying in part: "This bill is not punitive and it will not harm the legitimate trucker. Itinerant truckers, or peddlers as they are commonly called, have always been recognized as a special class subject to special laws and regulations in licensing and taxing the class. This is based upon their particular way of doing business; upon the fact that they are contributing nothing or very little to support and building of communities in which they operate. Unscrupulous methods used by some of them against the public and on other valid considerations have made it necessary to regulate them. Most states and cities have on their statutes laws which were enacted years ago but have become musty and forgotten through the lack of use. This is due in large measure to the legitimate merchants in the small towns failing to do their duties in seeing that they are enforced."

Grain men know the depredations that have been caused to the grain trade by these gypsy traders. The action of the roving merchants has injured country communities through the destruction of local businesses. The maintaining of an adequate price level in some communities has been impossible because of these truckers who do not keep books and do not know the cost of doing business. They seldom remain long, but their line of succession seems permanent. One old truck and a blank check book is about all they need to start a business. They carry no stocks requiring a capital

investment. They have no good will to maintain. If they have used bouncing checks goodness knows when they will, if ever, get back to a particular territory.

The Merchants' Law, as it has been presented in several states should not become known as a grainman's bill nor a country elevator bill. When every business man in your community is acquainted with the depredations of the itinerant merchant upon his particular business he will appoint himself a committee of one to tell his representatives in the legislature that THIS IS THE TYPE OF BILL HE WANTS, not the one which is now before your legislature. So many changes, absurd changes, have been made in this bill, as introduced, that it is impossible of passage. One clause alone assures its defeat. This is to the effect that a farmer cannot haul over 150 nor a merchant over 250 miles without a license. As it now stands it is very apparent our 'friends' have defeated us, but only for the time being."

SEC'Y CONAWAY made the prediction that if a satisfactory trucking bill were not passed the Board of R. R. Commissioners would increase the rate to a point where it would be difficult for the itinerant merchant to operate. The disposition of the \$10.00 license collected by the Commissioners came in for a great deal of discussion. This is for inspection and scale inspection, and for the extension of that service.

C. B. NUPEN, Bismarck, formerly connected with the Commission, stated "60% of the fee is used for its intended purpose, the remaining 40% turned over to the general fund. The fee should either be reduced to \$6.00 or the department be given the additional \$4.00 which would permit of the hiring of more help and the extension of the service. Many crashes would have been averted if inspectors had been available to call and see if records were correct."

MR. GORMLEY in explaining the land rate grant said: In the beginning the government bet the railroads 160 acres of land against \$10 that a man could not live on it for five years. There was no market for the land until the railroads were built. On the roads built on land grants the land grant rate applies, and competitive railroads must give the same rate if they want the business. The government made a good deal and got its money back many times. The shipper located on a land

grant road has the advantage over those not so located; this is due to the fact the government will buy from the shipper on the land grant road. The only ones interested in the continuation of the land grant rate are the 450 federal employees who are engaged in figuring land grant rates. Mr. Gormley also referred to the unfairness of the competition of water transportation.

### Wednesday Afternoon Session

VANCE RUCKER, Manhattan, Kan., fieldman FCIC, gave an interesting and informative talk on Crop Insurance which is published elsewhere in this number.

HARRY HARDMAN, CCC, Minneapolis, in his talk on the Commodity Credit Corporation said in part: "Your interest in the CCC relates to the disposition of wheat stored in elevators upon which loans have been made under the 1938 CCC wheat Loan Program. Over 2,000 terminal and country warehouses in the U. S. and in Minnesota, North and South Dakota, over 1,300 have been approved. The CCC is not the owner of the wheat stored in these warehouses which is pledged to secure loans made to the owners and producers. The CCC does not hold all of these loans at the present time. A large part of such loans is held by about 180 banks and other agencies in the territory served by the Minneapolis Agency. They have entered into contracts with the CCC which commits the CCC to purchase from these lending agencies all eligible paper within a specified time in accordance with the agreement. According to reports from the Washington office advices of loans received by it thru Jan. 5, 1939, show loans disbursed by CCC and lending agencies to be \$39,004,332.11 on 66,436,711 bus. of wheat averaging .5871 per bushel. It is reported the stock of wheat in elevators in N. D. consists of 12,050,000 bus., in the U. S. 138,678,000 bus., and on farms in the U. S. 47,179,000 bus. as of Jan. 1, 1939."

"I would like to direct your attention to the country warehouse agreement entered into by elevator men whose storage tickets are used as collateral for loans to eligible borrowers under this program. (Mr. Hardman read the agreement.) Acceptable storage ticket requirements are set forth in Form 1 as amended. Since the forms approved by the regulatory bodies in the respective states served by the Minneapolis Agency did not comply with the

### Officers and Directors North Dakota Grain Dealers Ass'n



Rear, l. to r.: Directors M. J. Moe, Dickinson; Ralph Gunkleman, Fargo; Paul Anderson, Grafton; R. O. Everson, Washburn; George Oech, Beach; Jacob Eckart, Jr., Martin. Front, l. to r.: Director F. A. Mund, DeLamere; Sec'y C. H. Conaway, Fargo; Ass't Sec'y Lenora Ronning, Fargo; Pres. Walter Albright, Bonetrail; Vice-Pres. John Jones, Garske.



CCC requirements, a supplemental certificate was required to accompany each storage ticket. In the event the CCC becomes the owner of the wheat, it will require delivery according to the specifications set forth in the storage tickets and the accompanying certificate. There is a problem with which the CCC and possibly many of you elevator men will be confronted before the CCC becomes the owner of any of the stored wheat. I refer to substitution of wheat as outlined in wheat circular Letter No. 6 at Section 5. There has been no modification of this by the Washington office. The method outlined is very clearly stated and in my opinion needs no interpretation. There is another situation to be considered in connection with these loans, and that is the release of collateral. (Mr. Hardman read Section 19, Wheat Form 1 and 1938 Wheat Circular No. 9, at Section 3.)

"The question has been asked can the wheat be sold and the proceeds applied in payment of the loan? The answer to this is, No! The reason is apparent, because a consent to such a sale would endanger the position of the CCC in the collateral."

GUS GEISSLER, Medina, a director of the ass'n and member of the Committee of Four, State AAA Conservation Committee, in his talk on the Application of the AAA, said, "The over expanded farm plant is due in part to the plowing up of pastures during the war, loss of markets due to shift from horses and mules to tractors and autos; lessened foreign demand due to shift from debtor to creditor nation; American tariff; foreign tariffs; embargoes and quotas; nationalistic pressure for increased production abroad; normal foreign expansion of crops like cotton and wheat. The annual consumption is increasing more slowly than increase of farm production due to: declining birth rate; immigration restrictions; improved seeds; machinery technique. Markets for the products of 30,000,000 surplus acres can be found in the U. S. by raising incomes in the low income groups through more steady employment and wages; raising the total national income through larger industrial expansion; more employment; larger total payrolls; more economical distribution, new industrial uses for farm products. In Foreign countries, by reduced tariffs and trade agreements."

Mr. Geissler discussed how the AAA program meets the problem of surplus acres; surplus production; soil depletion; low farm income; adequate supplies to cities; poor distribution; city unemployment and industrial distress. He stated the cost of agricultural adjustment with an AAA program to be a half billion dollars in Federal taxes; to those who choose to co-operate, the sacrifice of individual liberty to produce and sell in conflict with the common good, adding: "There is no such thing as absolute liberty in civilized society, the individual has only a choice of liberties." Without an AAA program Mr. Geissler said: The cost would be chronic farm distress; increasing foreclosures; loss of independent farm life for many; sharply increasing tenancy; unnecessary soil wastage; city distress due to lessened farm buying (40% of whole); high food prices in the long run and small town decline.

The meager salaries paid by the R. R. Commissioners to inspectors was discussed by Sec'y Conaway, who said they could not be expected to fulfill their duties working under such conditions.

### Thursday Morning Session

PRES. ALBRIGHT opened the meeting and immediately turned the chair over to Ralph Gunkleman who efficiently conducted it through the discussion on many of the vital problems confronting the trade.

MR. EVERSON: All the grain in our section is mortgaged. We pay for wheat which is not mortgaged when it is delivered and 30 days later a thresher calls and advises of his lien on the grain. We have no protection

against this. When the grain is delivered we ask if there is a lien and we are always told no. We pay for the grain, pay the bank bill and then the thresher, and we must pay.

MR. GUNKLEMAN: The thresher should file his claim immediately. I would not pay the thresher at once if I had already paid the farmer.

MR. VINCENT: We hold out enough to cover the lien.

MR. GUNKLEMAN: The elevator is always responsible. The burden of collecting these fees cannot be gotten away from. I doubt very much if the legislature would pass a law permitting us to collect a fee for collecting these liens.

In the discussion on hard spring wheat it was revealed very little Marquis wheat is now raised in the state. Thatcher and Ceres came in for discussion and the relative merits of each in the various localities were given.

The cost of mortgage transcripts came in for considerable discussion, some dealers taking the stand this cost should be lower and standardized. The cost ranged from \$5 to \$15 per county.

It was also revealed that the majority of the farmers would take advantage of crop insurance.

### Final Session

PRES. ALBRIGHT, for the Resolutions Committee read the following resolutions which were unanimously adopted:

#### Resolutions Adopted at Devils Lake

##### Use Scale Taxes to Improve Inspection

Whereas special taxes by way of license and scale inspection fees have been levied,

Resolved, that inasmuch as a considerable portion has been turned back into the general fund, we respectfully ask that any future assessments be used for the purpose originally intended.

##### End Unreasonable Competition

Whereas unreasonable competition has impaired the financial standing of our elevator companies,

Resolved, that during 1939 a special effort be made to organize groups of elevator managers to the end that a reasonable margin of profit be assured to the competing companies.

##### Higher Handling Charges on Loan Grain

Whereas, under the loaning program of the Department of Agriculture, handling charges in North Dakota are much below those of surrounding states,

We request the U. S. D. A., thru the C. C. C., that we be given additional handling charges in conformity with the charges allowed in our surrounding states, or at least the average of those charges.

##### For Delivery of Loan Grain to Elevator of Owner's Choice

Whereas, elevators lose patronage by the requirement that grain be delivered to a designated storage warehouse, therefore be it

Resolved, that the C. C. C. allow delivery of farm-stored grain to any licensed elevators of the owner's choice.

##### For Regulation of Itinerants

Resolved, that the Legislature of North Dakota enact a law to license and regulate itinerant truck operators engaging in the purchase, sale and hauling of grain and other commodities and merchandise, to the end that they be forced to pay taxes, comparable to those assessed against legitimate business and provide bonds and insurance that will place them on a parity with other business and protect those with whom they trade and compete.

In this connection we respectfully suggest consideration of a bill applicable to itinerant truckers now pending in the Minnesota Legislature.

Other resolutions adopted expressed appreciation of the grain men's band and its leader, Louis Waag; thanked the officers of the association; opposed the project to bring in natural gas from outside the state; urged the passage of a state law providing for a collection fee of not less than one per cent of the indebtedness collected for the mortgagee; for an extensive seed program and more liberal funds for the State Seed Department; and for reasonable freedom for railroads to explore avenues to economy with reasonable competition between themselves, as well as improvement of farm to market roads to reduce initial cost of movement rather than expensive thru highways.

The election of Directors resulted in the

re-election of R. O. Everson, Washburn, as director at large; Jacob Eckert, Jr., Martin, director from district No. 1; Paul Anderson, Grafton, District No. 2, and Walter Albright, District No. 3.

At the Board of Directors meeting the following officers were re-elected: Walter Albright, pres., John Jones, Garske, vice-pres. C. H. Conaway, Fargo, was retained as sec'y and his very able assistant Lenora Ronning, ass't sec'y.

### Entertainment at Devils Lake

A well filled program of entertainment was provided through the courtesy of the grain commission merchants, grain elevator builders, grain elevator supply firms and the coal companies. The ladies were given theater tickets and tours to the places of interest. Tuesday evening the men were entertained in the high school auditorium, and what was intended as a full evening of boxing bouts turned out to be a much enjoyed concert by the nationally famous Devils Lake Boy Concert Band, under the leadership of Prof. C. B. Weimer. The boxing bouts were delayed by the snow blocked train which was bringing the competing boxers from the university at Grand Forks. Those who arrived put on an excellent show. Wednesday evening a dutch lunch was served in the Elks Club, following which the men were joined by the ladies at the Annual Ball. The farewell party Thursday evening brought the convention to an end.

### Notes on Devils Lake Convention

Sam Provan and the aging Fred Camper represented Newday Seeds.

Hogenson Construction Co. was represented by Joe Altendorf. Clarence Kiffe and Tom Ibberson did the honors for T. E. Ibberson Co. Kiffe's bag of tricks was larger than ever.

Ralph Gunkleman was the Interstate Seed & Grain Co. representative.

S. B. Keen held open house for the Link-Belt Supply Co.

Stenson Twine Co. was represented by Al Weidenmann and L. E. Marquardt.

P. H. Strong was the general chairman of the Executive Committee which did such wonderful work in making the convention the big success it proved to be.

The Mill Mutuals furnished the registration badges. Registration was handled by M. G. Kelly, Lillian Hagen, Gordon Evans.

J. J. Kurgan told of the merits of Toledo Scales.

Stenson Bros., Inc., was represented by Jim Stenson and Al Hilde.

### Exhibits at Devils Lake

Hart-Carter Co., New Hart-Carter Disc-Cylinder Separator, in charge of Vic Reid, Ed Miller and J. A. McNamee.

Lucien Strong and Emil Frederickson were in charge of the Strong-Scott Mfg. Co. exhibit which consisted of Superior, Calumet and Sa'em Buckets, Distributing Spout, Barley Pearler and Belting.

Fairbanks, Morse & Co. exhibited half the lever section of a truck scale, motors and diesel power unit. The exhibit was attended by Pat Strong, Chas. Dunahey and Al Larson.

E. E. Berry exhibited a Soweigh Grain Beam and a section of the lower part of a truck scale, for the Superior Scale Co.

Superior Separator Co. exhibit included a Superior Terminal 4-Cylinder Separator; a cut away glass front aspirator and section of a cylinder separator making possible a visual demonstration of the operation of these machines. Chas. F. Pierson, Victor Nelson and Victor Olson represented the company.

An Expert All Purpose Grain Cleaner was exhibited for the Cleland Mfg. Co. by Fred Picha.

Other exhibits were: Lindsay Bros., binder twine; Devils Lake Potato & Seed Co., New-

[Concluded on page 170]



# Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

## ARKANSAS

Green Forest, Ark.—The Blasingame Mill was destroyed by fire recently. Amos Blasingame, owner of the mill, purchased it about a year ago. He did a feed and custom grinding business, serving a large territory.

## CALIFORNIA

Hynes, Cal.—The Harrison Grain Co. is now located on South Paramount Blvd. It is planned to install a feed mixer in the very near future.

Colusa, Cal.—Disputed rights of a county to tax an irrigation district's grain will be heard in Sacramento some time soon. An alternative writ of mandate is sought by the district compelling the county supervisors to direct the assessor and tax collector to cancel all taxes and assessments levied upon grain belonging to the district and stored in warehouses.—W. H. B.

Willows, Cal.—Work has been started on a rice drying plant, first of its kind in this section of the rice growing area and is designed to work a revolutionary change in the rice industry. According to Robert Renaud of the firm of Renaud & Wolcott, Glenn County warehousing concern, it will remove the worry of growers over wet seasons and will materially reduce harvesting costs. Instead of cutting and shocking rice, with subsequent risk from rains between cutting and threshing time, under the new system the grower will use combine harvesters, delivering sacked rice immediately to the drying plant. The plant will include a new device which determines the moisture content of rice within two minutes. It is estimated that the plant will be completed in 90 days. It will have a capacity of 350 bags an hour and will operate on a 24-hour a day basis for about 40 days a season. Carl G. Mehring, mill superintendent for the Poultry Producers Ass'n of Central California, will be in charge of the new plant.—W. H. B.

Sacramento, Cal.—Summary of some important bills presented before the Legislature follows: S. B. 437-Wagy-Powers-Gordon: exempts from retail tax "Gross receipts from sales of feeds, seeds, and fertilizers used in the production of food for human consumption and the gross receipts from sales of livestock and poultry of a kind the products of which ordinarily constitute food for human consumption."—A. B. 483 Allen amends section 2½ Pub. U. Act by also excepting warehouses which are bonded under any law of the U. S. from definition of "warehouseman." AB 1038 Millington, amends Grain Gross Weight Bill by adding "rice" to present wheat, barley, corn, oats, rye and grain sorghums which shall be bought gross weight when in its original condition and in burlap bags. No tare may be deducted.—AB 1141 Atkinson & 4. Add Section to Penal Code. Prison Board shall fix price of jute goods sold by state—excess over 1c per bag in revolving fund to purchase jute mill equipment, etc. Sales to consumers only between Oct. 1 and Apr. 1. Any surplus other times sold to anyone. Repeals section 1 of previous act covering jute sales.—SB 243 Quinn & Biggar. Licenses and regulates itinerant merchants. Annual license \$10; provides special plates. Requires manifest of load; copies monthly to Dept. Integrity Bond of \$250; administered by Dept. Vocational and Educ. Standards.

Sacramento, Cal.—Among new bills presented before the Legislature are the following: A. B. 290 Cronin & King. New act establishes three member California Trade Commission—sets penalties—defines unfair practices—appropriates \$50,000.—AB 333 Johnson, amends title & Unfair Practices Act. Title includes prohibition vs. loss leader and selling below cost; strengthens act re. inclusion of comparable wages to be paid relatives or free labor and included as cost; prevents deducting cash discounts from cost; close out lines kept separate, advertising state number to be sold, and no restocking such items for three months from last day of such sale;

ten days prior to close out sale give manufacturer or source of such goods chance to rebuy at original cost to such dealer.—AB, 485 Poulson. Amends Unfair Practices Act.

... Allows prevailing party reasonable expenses incurred in costs of suit—and at court's discretion reasonable expenses incurred in any such reference. Rewrites section on collusion between any source of goods and reseller to violate act strengthening provisions.—A. B. 1456 King. New Act for adoption of Codes of Fair Competition and Fair Trade Practices.—SB 581 Crittenden. Sets up State Institute of Agricultural Marketing to discover local & foreign markets, and increase demand for agricultural products of state—issue crop & market forecasts, investigate transportation, surplus crop disposal, reciprocal trade agreements, and all economic factors in preparing, packing, processing, farm products for market. Appropriates \$50,000. General policies by an Agri. Marketing Committee of 5 appointed by Governor.—SB 441 Jespersen-Deuel. State Relief Administration shall be given appropriation of \$50,000 for investigation of utilization of and conducting of experiments to utilize waste products of agriculture. This is sponsored by Agricultural Engineering Foundation and intends completion of processing experiments already underway in California for utilization of flax, straw, timber waste, and farm waste.

## CANADA

Sutton, Ont.—The grain elevator of L. M. Cockburn was destroyed by fire Jan. 27. Loss \$7,000.

Montreal, Que.—The Corn Exchange at its annual meeting Jan. 25 elected H. K. Hepburn as president. Altho the Port of Montreal showed a gain of 44 per cent in grain exports for 1938 against 1937, apprehensiveness was expressed by the Exchange that 1939 would see a lot of grain from Canada to Great Britain via American ports because, it is charged, Canadian port charges are out of line.

Winnipeg, Man.—Definite recommendations for an equitable federal wheat policy for the crop year 1939-40 are being worked out by a sub-com'te appointed by the inter-provincial markets com'te headed by J. H. Wesson, president of the Canadian Council of Agriculture according to an announcement made by Premier John Bracken of Manitoba Feb. 2. Members will examine the different methods of federal assistance, which may include a fixed guaranty price or a farm bonus or a combination of both. A resolution unanimously passed, however, asked that the Dominion government be requested to extend western wheat growers for the crop grown in 1939-40 equal protection at least to that extended in 1938 when a minimum price of 80 cents a bushel for No. 1 Northern, basis Fort William, was set.

## COLORADO

Willard, Colo.—A Bender Worm Gear Electric Lift has been added to the equipment of the Welsh Elevator Co. at this point. They are also using a Bender Lift in their Sterling, Colo., elevator.

## ILLINOIS

Mendota, Ill.—The Farmers Grain & Supply Co. plans making several improvements to its plant this year.

Ashland, Ill.—The Farmers Elvtr. Co. is planning to build a modern office with seed warehouse attachment.

Bloomington, Ill.—Herbert J. Moore is back on the job in his brokerage office, after six weeks in the hospital.

Warsaw, Ill.—Charles H. Schadd, 67, formerly manager of the Farmers Elvtr. Co. elevator, died suddenly Jan. 11.

Thomasville, Ill.—Johnson Grain Co. has taken over the C. V. Coyne elevator here, operating and ready to buy grain.

Garber, Ill.—The H. L. Carter Grain Co. has equipped its local elevator with electric power. Gasoline was formerly used.

Clinton, Ill.—E. R. Duncan, formerly of Springfield, is now employed as manager of the M. L. Vehon grain office here.

Bloomington, Ill.—Snook Milling Co. recently purchased a corn sheller, cob stacker and elevator from the Sidney Grain Machry. Co.

Highland, Ill.—Oberbeck Feed Store recently bought a sheller, revolving screen cleaner and elevator, from the Sidney Grain Machry. Co.

Sublette, Ill.—F. J. Morrissey recently resigned as manager of the Farmers Elvtr Co. elevator. He had been manager for nine years.

Fairbury, Ill.—The Farmers Grain Co. is remodeling the building it purchased recently, converting it into a cold storage locker, for rental.

Ludlow, Ill.—Federal North Iowa Grain Co. has taken over Frank Yates elevator. Mr. W. E. Watson, formerly manager of the Ludlow Elvtr. Co., will be manager.

Paw Paw, Ill.—The Co-operative Grain Co. at its annual meeting recently held voted to appropriate \$100 to finance a farmers' picnic to be held some time this summer.

Springfield, Ill.—Illinois Grain Dealers Ass'n will hold its annual meeting at the Abraham Lincoln Hotel, Springfield, Thursday and Friday, May 11 and 12.—W. E. Culbertson, sec'y.

Dalton City, Ill.—The Farmers Elvtr. Co. has installed a new Fairbanks Dial Scale with the famed printomatic device for automatically recording the weight, and a 10x34 ft. concrete scale deck.

Philo, Ill.—Richard Max Franks, 71, a member of J. C. Trost & Co., prominent grain dealers, and mayor of Philo, died Jan. 25 in Burnham City Hospital after an illness of one month following an attack of pneumonia.

Ashland, Ill.—Carlos Campbell has been appointed trustee of the Central Illinois Grain Co., operators of a string of central Illinois grain elevators, which has been adjudicated a bankrupt, and entered upon his duties in that capacity Feb. 1.

Argenta, Ill.—A new addition will be built to the A. & O. Grain Co. mill to house a 180 h.p. diesel power plant, feed mixers, grinders, molasses press, a pellet feed machine and a hammer mill. Work will begin about March 1 and is expected to be completed by June 1.

Decatur, Ill.—The A. E. Staley Mfg. Co. experienced one of its most profitable years in history last year. Net income for the year ended Dec. 31, 1938, was \$1,131,223, equal after preferred dividends to \$2.35 a share on common stock. The company in 1937 operated at a net loss of \$11,542.

Mount Carmel, Ill.—Otto Dean has leased the old tabernacle building and is installing machinery preparatory to opening a feed mill. He will manufacture feed and carry a line of commercial feeds. He will also do custom grinding. The building has been remodeled and machinery installed will include a hammer mill, corn sheller, corn cracker and scale.

Port Byron, Ill.—Port Byron business men have raised strong objections to the proposed discontinuance of business of the Port Byron Co-operative elevator and the wrecking of the building. The board of directors of the Farmers Elvtr. & Supply Co., which company owns all the stock of the elevator and has managed it for 15 years, has moved to quit business and offered the elevator for sale. No offers to buy having been received, the board recently called for bids to wreck the building. The business men of Port Byron believe that the elevator, which once paid dividend of 50 per cent, can again become a paying proposition with the revival of river traffic.



Bloomington, Ill.—Fire destroyed the Durley Building, home of several local and branch grain offices on Feb. 3. Ralph Hasenwinkle has moved his office to his elevator temporarily, where the office of M. L. Vehon & Co. has joined him. Herbert J. Moore & Co., and Terminal Grain Co. have become established in the Peoples Bank Building.

Monticello, Ill.—Roy H. Jones, manager of the Monticello Grain Co., has entered the race for supervisor of Monticello Township on the Republican ticket. Mr. Jones has served as manager of the grain company for 34 years, as supervisor of the township for three terms, has been a member of the city council for ten years and on the high school board of education for 14 years.

Flagg Station (Rochelle p. o.), Ill.—The Flagg Station Grain Co. elevator, built more than 75 years ago and probably the oldest elevator in use in this county, was destroyed by fire the night of Jan. 27. Origin of the fire is unknown. George Corolus of Sterling, manager, had loaded one car with oats near the building. This was removed, but the building and its contents of oats and soybeans was destroyed.

Chester, Ill.—The H. C. Cole Milling Co. has entered upon its 101st year of activity, serving the community continuously since its establishment on Jan. 1, 1839, under one family. Commemorating its 100th anniversary a brochure entitled "A Hundred Harvests" has been issued thru its officers, Austin Cole, president; C. G. Randall, vice-pres. and general manager; Austin Cole, Jr., vice-pres. and sales manager and Saxon Cole, sec'y-treasurer.

Welland (Mendota p. o.), Ill.—The Penrose Elvtr. Co., with \$1,528.33 on hand as receipt from the sale of 3,875 bus. of corn, Jan. 31 filed an interpleader in Circuit court to determine who was the rightful owner of the corn at the time it was sold on the Chicago market. W. F. Holmes, who purchased the corn for five cents a bushel at a sheriff's sale Jan. 12, and Wayne McCray, who laid claim to the crop, are defendants. The elevator company states in the interpleader that it lays no claim to the receipts but desires to forward the proceeds to the legal owner.

Moline, Ill.—Montgomery Elvtr. Co. is named defendant in two suits filed in circuit court seeking total damages of \$44,617.61 as the result of an automobile collision Mar. 4, 1937, near Silvis. One suit, for \$19,617.61, is brought by Erwin Grask of Des Moines, Ia. The other action is for \$25,000, brought by John Warren Smith, also of Des Moines. In the suits Vernon Wilson, operating a truck for the elevator which crashed with the Grask automobile, was charged with driving too fast on a slippery road, and with not staying on his own side of the highway. The men claim injuries were sustained in the accident and Grask's auto was demolished.

#### CHICAGO NOTES

The Grand Crossing Elevator owned by the Nickel Plate Road and located at 77th and Greenwood Ave. burned on the night of Feb. 9. Loss, \$60,000. The house had 100,000 bus. capacity, but since Frank G. Ely, who had operated the plant for many years, gave up his lease a year ago it had stood empty. G. D. Brooke, president of the New York, Chicago & St. Louis Railroad Co., writes, "We do not contemplate its reconstruction."

Installation of two new 750-bu. oil burning direct heat Hess driers for the Rock Island Terminal Elevators in South Chicago is completed. The new drier is fed from the bins at the west end of the elevator, the grain delivered to the drier by a new elevator leg which has just been installed. A large receiving bin is underneath the driers and a conveyor belt below to return the dry grain to the elevator. The furnace room is in the drier building. Cheap oil will be used for fuel and the fans and leg are driven by individual electric motors. In connection with the installation of the drier, an addition to the office is being built and the office building completely remodeled and modernized. The J. S. Metcalf Co., who erected the drier building, is remodeling the office building. The Continental Grain Co. is operating the elevators.

J. Frank Smith, formerly superintendent of Albert Dickinson Co., Chicago, is now heading his own firm, "Smith Feed & Grain," at Greencastle, Ind. Mr. Smith is doing grinding, mixing and shelling of grain and feed.

Hearings on charges of the Cargill Grain Co. of Illinois against the Board of Trade, scheduled for Feb. 20, will be resumed, instead, Thursday, Feb. 23. The Board is charged with violation of the federal commodities act as an outgrowth of the celebrated "corner" in the corn futures market in September, 1937. S. Abbott Maginnis, as referee for the Commodities Exchange Commission, will conduct the sessions in the federal customs office here.

Lyman C. West, statistician for the Chicago Board of Trade, completed fifty years with the Exchange on Feb. 9. He is the oldest employee in point of service. Adolph Gerstenberg and J. Ed Wynne are the only active members of the Board of Trade who were in the exchange when West became connected with the institution. Both congratulated him on the anniversary. West was born in Grand Ledge, Mich., June 20, 1869, arriving in Chicago a year later in a covered wagon. His parents later moved to Waukegan, Ill., then a thriving lake port.

## INDIANA

Danville, Ind.—The Farmers Co-operative Ass'n recently installed a new feed mill.

Thorntown, Ind.—The Sugar Creek Grain Co. has installed a Blue Streak Corn Cutter and Grader.—C. W. G.

Union City, Ind.—John Parent recently purchased a large Ajax Hammer Mill from the Sidney Grain Machry Co.

Madison, Ind.—Irwin Feed Store & Hatchery recently bought a 15-ton truck scale from the Sidney Grain Machry Co.

Greencastle, Ind.—The Smith Feed & Grain Co. has installed a Blue Streak Twin Spiral Mixer with electric motor.—C. W. G.

Nappanee, Ind.—The Stauffer Grain Co. built a basement in the feed mill unit, and installed a new 40 h.p. Blue Streak Hammer Mill.—A. E. L.

Cuzco, Ind.—R. M. Callis has purchased the flour and feed exchange from the Dubois Milling Co. and has installed a new hammer mill.

Ade (Brook R. F. D. No. 1), Ind.—The Ade Co-operative Elvtr. Co., Inc., has been officially dissolved as per action taken by the stockholders.

Ridgeville, Ind.—The elevator used by the Ridgeville Grain Co. was destroyed by fire on Feb. 7. A fire Feb. 3 badly damaged the company's office.

Milford, Ind.—The Milford Grain & Milling Co. recently installed a new Burton 1-ton feed mixer, equipped with a worm gear reversible motor drive.—A. E. L.

Elnora, Ind.—The Elnora Elevator Co. is installing a direct connected, motor driven Blue Streak Hammer Mill with built-in magnetic separator.—C. W. G.

Indianapolis, Ind.—Elevator managers in Indiana are urged to contact their state legislators on bills described elsewhere by Fred K. Sale, sec'y of the Indiana Grain Dealers Ass'n.

Attica, Ind.—C. Reid Van Deventer, 50 years old, of Nixon & Van Deventer, elevator operators, died suddenly Jan. 30 at his home. He was a native of Veedersburg, moving to Attica two years ago.

Richmond, Ind.—Young's Feed Store has installed some new equipment including boot sheller, rolling screen cleaner, hammer mill, hammer mill feeder, all bought of the Sidney Grain Machry Co.

Indianapolis, Ind.—New members enrolled by the Indiana Grain Dealers Ass'n recently include the following: O. A. Dutchess, Walton; Polk's Products, Inc., Indianapolis; C. C. Harlan, Kentland; Gessie Grain Co., Gessie; Midwest Rock Products Corp., Indianapolis; E. P. Finch & Co., Hillsboro.—Fred K. Sale, sec'y.

New Middletown, Ind.—William P. Kannapel, 64, proprietor of the New Middletown Milling Co., passed away Jan. 28. He had been ill since last July. He and his son had operated the New Middletown Mill for several years.

Remington, Ind.—D. W. McMillen, executive vice-president of the Central Soya Co., Decatur, Ind., addressed an interested gathering, numbering over 200 at the first annual Soybean Show sponsored by the Remington Service Club Jan. 27.

Packerton, Ind.—The Farmers Elvtr Co. elevator was destroyed by fire Feb. 16; the detached office burned from exposure. The fire was caused by the 30 h.p. engine driving hammer mill, a back-fire occurred as engine was being started.—A. E. L.

Williamsport, Ind. — A power-farming day was held in the new addition of the Robertson Grain Co. elevator Feb. 3 when those present were entertained with an interesting program of motion pictures. The company held open house Saturday, Feb. 11.

Salem, Ind.—The Southern Indiana Wayne Feed Dealers enjoyed a banquet Feb. 6, sponsored by Allied Mills Co. at the Alvis Hotel. Following the dinner Paul G. Riley, of Lafayette, and Mr. Pennington of Alabama, spoke on subjects of particular interest to feed dealers.

Middletown, Ind.—The Walker Feed Mill and Fall Creek Oil Station opened Feb. 14 in the East elevator. A representative of the McMillen Feed Co. of Ft. Wayne, was in Middletown for the occasion, to advise with those who have feed problems. Souvenirs were distributed to visitors to the new plant during the day.

Logansport, Ind.—The fifth annual meeting of the Elvtr. Service Co. of Indiana, in the Barnes Hotel, Feb. 6, re-elected F. A. Dahl, Lowell, president, and B. A. Tyler, Lowell, sec'y. A banquet in the evening entertained members, their wives, and representatives of supply companies. Albert Pattou, Chicago, was the after dinner speaker.

## IOWA

Sloan, Ia.—Adam Pratt has leased the B. M. Stoddard local elevators.

Cedar, Ia.—H. E. McBurney has just installed a new grain and seed cleaner at his feed mill.

Corning, Ia.—Hogan & Hinck have equipped their elevator with a Bender Worm Gear Overhead Electric Lift.

Fernald, Ia.—Russell Chitty has accepted the position at the North Iowa Grain Co. elevator formerly held by Carl Finders.

Bristow, Ia.—The Bristow Elevator, owned by Bert Pooley of Greene and managed by Linus Merfeld, will stock farm machinery parts.

Clarion, Ia.—Norman Hobart Austin, 83, former grain dealer here, died at the home of his daughter in Worthington, Minn.—L. A. G.

Plover, Ia.—E. J. Heathman, employed in the Farmers Co-operative Elevator here, and Miss Irene Cole of Newell, were married Jan. 29.

Wall Lake, Ia.—Discussion of the possibility of an elevator for Wall Lake in the near future was held at a recent meeting of the Wall Chamber of Commerce.

Burlington, Ia.—The Norris Grain Co. has taken over the Bartlett Frazier Burlington elevator, with no changes in operation, management or personnel.

Nevada, Ia.—Carl Finders, employed at the North Iowa Grain Co. elevator at Fernald for the last year, has accepted a position in the company's local office.

Coon Rapids, Ia.—I am building a new implement building, 36x60 ft., of brick. We have had a very good year in 1938.—William Grettenberg Grain Co., Wm. Grettenberg.

Traer, Ia.—Karl Kaus, formerly assistant manager of the Farmers Elvtr. Co. in Hampton for eight years, has accepted a position as manager of the Farmers Lumber Co. here.

Odebolt, Ia.—The Farmers Elvtr. Co., elected officers as follows: George Ahrenholtz, pres.; T. W. Down, secy.-treas.; Anton Sundell, vice-pres., and A. B. Traeder, manager.—L. A. G.

Humboldt, Ia.—Recent robberies at two Humboldt county elevators were cleared up when William Ralph and Robert Dye, arrested, admitted the break-ins along with other robberies and hold-ups.

## STRATTON GRAIN CO.

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Breda, Ia.—A. J. Graham has sold his business at Breda to A. J. Nuemeyer who took immediate possession. Mr. Graham operates an elevator at Herring, Ia. He will make his home at Wall Lake, Ia.

Buckeye, Ia.—A six per cent cash dividend was paid stockholders of the Buckeye Farmers Elvtr. Co. for 1938. H. M. Sielaff, treasurer and manager announced. The year's sales amounted to \$102,462.17.—L. A. G.

West Liberty, Ia.—At the annual business meeting of the stockholders of the West Liberty Co-operative Creamery it was voted to tear down the old feed building and erect a new one-story structure in its place.

Jewell, Ia.—The Jewell Farmers Elvtr. Co. has definitely decided to rebuild its elevator, replacing the structure that burned down recently. Estimates on its construction are being received and the contract will be let in the immediate future.

Rudd, Ia.—Farmers Co-operative Exchange elected M. A. Kalen, pres.; Ed Downs, vice-pres.; Otto Brandau, secy.-treas. Don Edison, sec'y of the Grain Dealers Ass'n, gave an address on Co-operation at the annual meeting.—L. A. G.

Swea City, Ia.—L. R. Van Velsan has sold the Swea City feed mill to the Mortenson Products Co. The firm will manufacture its feeds here, and make Swea City its headquarters. A new warehouse is planned, to be built as soon as weather permits.

Merrill, Ia.—The Hinton Co-operative Elvtr. Co. plans leasing the local Farmers Elvtr. Co. and to this end appointed a com'te at the company's annual meeting, recently, to work out the matter. A meeting was held here Feb. 2 for the purpose of considering the proposition.

Hepburn, Ia.—Leonard Poston, who purchased the Farmers Co-operative Elevator at auction recently, as reported in the last issue of the Journals, has resold the building to George Van Buskirk, Shenandoah coal and elevator operator, who will reopen the elevator, closed for the last year.

Lester, Ia.—The Otto Nelson grain elevator has been moved from Hills, Minn., by the Brandt Engineering Co., to the August Maurer farm, Mr. Maurer having purchased the building to use to store grain grown on his farms or bought from his neighbors for feeding operations on the Maurer farm.

Manilla, Ia.—Over 100 persons attended the opening of the Manilla Farm Supply Co. Feb. 1, in the Berkemeier building. The company will do custom grinding and offers for sale also a line of stock feeds and seeds. B. R. McMahon, proprietor of the concern, recently installed a new ¾-ton capacity vertical mixer.

Hawarden, Ia.—Dan and Andrew Verdoorn, operators of the Hoppers (Ia.) Produce Store and Hatchery, have leased the old Hawarden mill property and are remodeling it for a general feed and milling business. They will do custom grinding, and in addition will carry a stock of feeds. Dan Verdoorn will manage the business.

Muscatine, Ia.—George E. Booth, chairman of the legislative com'te of the Grain and Feed Dealers Ass'n and a member of the Chicago Board of Trade and chairman of its public relations com'te, was guest speaker at a meeting of local grain men, sponsored by the Junior Chamber of Commerce at Hotel Muscatine the night of Feb. 16. He discussed grain marketing thru the terminals with the aid of future trading.

Marion, Ia.—Marion Farmers Elvtr. Co. paid an 8 per cent dividend and reported \$100,000 business transacted during 1938. Mgr. I. L. Ford reported that during 1938 the following business was done; 37,158 bus. corn; 23,064 bus. oats; 11,122 sacks of poultry feed; 2,826 sacks of mill feed; 360 bus. wheat; and a large quantity of tile, baled hay, baled straw, seed, block salt, wire, posts, molasses feed, twine, mineral feed, hog waterers and hog feeders.—L. A. G.

Prairieburg, Ia.—Hill's Mill, one and one-half miles southwest of here, is being torn down. The mill was built in 1852 by William McQueen and was operated until 1930. In later years the business consisted wholly in feed grinding. In 1868 William Hill became owner of the mill. As a young man, he had come here in company with Robert Stuart. The latter formed what became the Quaker Oats Co. in Cedar Rapids. The mill is now owned by Mr. Hill's son, William, Jr.

Ackley, Ia.—Failure of mechanism controlling an air compressor allowed pressure to build up and blow out one end of the tank, which overturned a heating stove in the office of the Farmers Co-operative Elvtr. Co. elevator the night of Feb. 6, starting a fire that destroyed the elevator and its contents. The explosion was heard by many residents and flames leaped from the elevator only a short time later. The elevator contained principally corn and soybeans with some wheat and other small grain. August A. Carsten is manager.

Alden, Ia.—The Farmers Elvtr. Co.'s elevator near the I. C. depot was sold recently to Clarence Larson and J. F. Ward, the latter of Iowa Falls. The machinery has been dismantled and the building is now being torn down. An elevator was built in 1869 on the site. Destroyed by fire in 1876, the present structure was erected in its place. The Farmers Elvtr. Co. purchased it about 25 or 30 years ago, and operated it until a few years ago since which time the business has been taken care of by the company's other elevator near the Northwestern depot.

## KANSAS

Waverly, Kan.—The Baxter Produce Co. has installed a new feed mixer.

Wellsville, Kan.—Work on the 25,000-bu. Star Grain & Lumber Co. elevator is progressing rapidly and it is expected it will be completed within two weeks.

Norwich, Kan.—A. A. Johnston is the new operator of the Bartlett Elevator, having taken charge Feb. 1. He will sell coal in addition to the grain and feed business.

Caldwell, Kan.—Fern Kerr has taken over the management of the Sam P. Wallingford grain elevator here. His father was manager of the same elevator a number of years ago.

The following Kansas grain firms recently installed new Howe Scales: Arkansas City Milling Co., Arkansas City; I. N. Schriver Grain Co., Coats; Hunter Milling Co., Wellington.

Hutchinson, Kan.—George A. Pooles, employee of the Larabee mill, suffered minor cuts in a gas explosion in the boiler room recently. Damage was small and operations of the mill were uninterrupted.

Garden City, Kan.—The Hopkins Grain, Feed & Seed Co. has been formed by W. G. Hopkins and his son, George. The company will operate the grain elevator at Wolfe which was operated by the elder Hopkins last year. George Hopkins until recently was affiliated with a Kansas City credit organization.

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Maryville, Kan.—Carl Kershon, until recently manager for Walcott & Lincoln, Inc., and formerly with Goffe & Carkner, Inc., died recently in the veterans' hospital at Chicago. death caused by world war gassing

Dodge City, Kan.—Kansas shippers help maintain the Kansas State Grain and Inspection Department. Its services are second to none and its fees represent a 25 per cent saving under the Missouri charges. We believe Kansas shippers are entitled to Kansas inspection on Kansas shipments if they want it.—Sec'y J. F. Moyer.

Hiawatha, Kan.—Fire destroyed the Ward Salisbury grain elevator early the morning of Feb. 3 along with its contents. Built in 1880, remodeled 25 years ago, the elevator building was a landmark dating back to pioneer days. Mr. Salisbury stated he was not ready to announce future plans. The elevator office building and coal sheds were not burned.

Pleasanton, Kan.—Traveling solicitors have been collecting money intended for the Grain & Feed Journals without any authority from the publishers and without remitting the money collected. It will be well for all grain dealers to insist upon solicitors showing authority to collect for subscriptions and then pay only by check made payable to the publication they wish. Without pursuing this method, traveling fakers without any authority from anybody collect money and order nothing for the prospective subscriber. Refusing to deal with these traveling fakers, grain dealers will avoid many petty losses.

Dodge City, Kan.—A large number of grain dealers together with the president and sec'y of the Kansas Grain, Feed & Seed Dealers Ass'n appeared before the Ways and Means Com'tes of the House and Senate recently endeavoring to convince them of the injustice of the Inspection Department's having to contribute 10 per cent of their total proceeds to the general fund. The law provides that all state departments shall pay 10 per cent of all fees collected into the general fund in compensation for office space, light, heat, printing and auditing services. Since the Inspection Department is not located at the Capitol, and since they pay their own rent, light, heat and printing, it seems that some allowance should be made to the department for these services that are not provided for by the state, and those appearing recommended that 3 per cent of the total fees be credited to the general fund instead of 10 per cent as is now required.—Sec'y J. F. Moyer.

## TOPEKA LETTER

House Bill 260 is the long-looked-for state Wage-Hour Bill camouflaged as an act to promote the general welfare and protecting the health, safety, morals and standard of living of Kansans, etc. This bill is drawn along lines conforming very similarly with the Federal Wage-Hour Law, altho it provides for few exemptions and none for industries located within the area of production. The demand for this measure, apparently, has not arisen from employees of Kansas industries, and I question if their welfare would be promoted under its operation should the bill become a law.—J. F. Moyer, sec'y, Kansas Grain, Feed & Seed Dealers Ass'n.

Senate Bill 85 and House Bill 106, gypsy trucker bills, have not been reported out of the com'tes, it is said some legislative members objecting that the bill's requirements are too rigid. The act would require itinerant merchants provide the state with a \$1,500 bond. The minimum bond requirement to qualify for a license to store wheat in the state of Kansas is \$5,000 to \$50,000, depending upon the elevator capacity, this bond required in addition to the license fee. House Bill 152 amending the threshers and corn huskers lien is also still in the com'te. Kansas Grain, Feed and Seed Dealers Ass'n is urging its members to support this bill as well as the preceding ones

Senate Bill 211 by the committee on agriculture is an amendment to our present warehouse law which has been recommended by Scott Bateman, State Warehouse Commissioner, and will provide for making local warehouse receipts negotiable and authorize the printing of uniform warehouse receipts under the supervision of the warehouse commissioner, will provide for better supervision and offer increased protection to holders of such warehouse receipts. I believe the grain trade should urge the support of this bill. The identical substance



of House Bill 63, which provided for moving the general office of the Kansas State Grain Inspection and Weighing Dept. from its present location which was killed recently in the com'te, is now contained in House Bill 262 by Rep. Towers of Wyandotte County. The enactment of this bill, in my opinion would handicap the department in performing the service they are now rendering the trade at the Kansas City market.—J. F. Moyer, sec'y, Kansas Grain, Feed & Seed Dealers Ass'n.

Senate Bill 59 would have fees of all state departments paid into the general fund and legislative appropriations made bi-annually to provide operating expenses for such departments. This bill includes the State Inspection and Weighing Department, and since their operating expenses vary with the size of the Kansas grain crops, and since it is impossible for the Legislature to determine the size of the crop two years in advance to arrive at appropriations necessary for maintaining the department, I believe that the department would be seriously handicapped if compelled to operate under such a law.—J. F. Moyer, sec'y, Kansas Grain, Feed & Seed Dealers Ass'n.

## KENTUCKY

Auburn, Ky.—The Auburn Roller Mills recently installed complete new flour mill equipment.

Falmouth, Ky.—The Pendleton Flour Mills is being dismantled and the machinery moved to Bernstadt, Ky.

Paint Lick, Ky.—The grain storage building owned by the late R. G. Woods and containing 75 tons of feed stock belonging to J. C. Ross was destroyed by fire the night of Jan. 31.

## MARYLAND

Baltimore, Md.—William Henry Hayward, well known grain, flour, feed and hay dealer, died at the Church Home and Infirmary Feb. 4. He had been in the hospital only a few days. Mr. Hayward had been prominently identified with the grain trade here since he was a young man. He operated the firm of Hayward & Co. His first connection was with the old C. A. Gambrill Mfg. Co. with which firm he occupied an executive position, later establishing his own business. He served as president of the Baltimore Chamber of Commerce during 1918, 1919 and 1920 and at the time of his death was one of the members of the board of directors.

## MICHIGAN

Montgomery, Mich.—Tri-State Co-op. Ass'n purchased a Sidney Ear Corn Crusher and Feeder.

Pigeon, Mich.—The Co-operative Elvtr. & Milling Ass'n on Feb. 9 sustained a small loss because of high winds.

Tecumseh, Mich.—The Hayden Flour Mills, Inc., plant was slightly damaged by fire when a truck caught fire Feb. 10.

Saline, Mich.—J. Bredernitz & Co. has completed installation of all new machinery and has started its new feed mill business here.

Morenci, Mich.—I recently purchased a 3-ton cab-over-engine truck and will buy at once a new floor level upright feed mixer.—A. H. Dufey.

Holly, Mich.—John J. Haas, manager of the Holly Grain & Produce Co., died suddenly the morning of Feb. 5. He had been in poor health for the last year.

Greenville, Mich.—Dan H. Fisher, 71, died suddenly at his home early the morning of Feb. 7. Mr. Fisher was manager of the Greenville Co-operative Ass'n for many years and for the last several years, following his purchase of the Joseph Gibson elevator, had conducted his business under the firm name of Fisher Produce Co.

Springport, Mich.—C. A. Croel has sold his local elevator to Floyd Modeska of Toledo. Mr. Croel will give his entire attention to his elevators at Pottsville and Onondaga.

Laingsburg, Mich.—Stacey Wert, who purchased the Christian Breisch Corp. elevator here, has managed the elevator for the corporation since the elevator building was erected in 1926.

DeWitt, Mich.—F. A. Balderson of Eagle, who purchased the Christian Breisch elevators here and at Lansing as announced in the last issue of the Journals, is owner and manager of the Farmers Elevator at Eagle which he will continue to operate along with the two elevators just bought.

Kawkawlin, Mich.—The Consolidated Grain Corp. has requested permission to issue 150,000 shares of preferred stock. The firm has filed a registration statement covering the proposed issuance of 150,000 shares of \$1 par seven per cent preferred stock to raise \$150,000. Jared E. Martindale, president of the company, said the money will be used in enlarging the firm's operations in the general grain and feed business.

Blissfield, Mich.—The Blissfield Co-operative Co. held its annual stockholders meeting Jan. 25 which was attended by 300 members. Prof. H. C. Rather, head of the Farm Crops Dept. of Michigan State College, was the principal speaker. The company's volume of business amounted to \$409,700. A 3 per cent stock dividend and 1 per cent patronage dividend was declared.—J. R. Kitter, Blissfield Co-operative Co.

Armada, Mich.—Two large coal sheds will be constructed in the spring by the Armada Elvtr. Co., replacing the sheds destroyed by fire Jan. 6. Orvid Hulett and Floyd Finch, partners in the company, have not yet decided whether the demolished grist mill will be rebuilt. They own the old Neely Feed & Grist Mill and believe this structure will be sufficient to handle the business, and minor improvements may be made there to enlarge its accommodations.

Flint, Mich.—O. S. Osmer, manager of the Michigan Elevator Exchange, in an address before guests at the Genesee Farm Bureau annual banquet Wednesday evening, Feb. 8, pointed out that the bargaining power of his organization was greatly hindered by gypsy truckers. He discussed the problem raised by government-fixed labor rates for women hired to pick beans at the elevator. At present these women are being paid 25 cents per hour and are satisfied. The law now provides that soon these women will have to be paid 30 cents per hour and within three years will have to be paid 40 cents per hour. The problem which the elevator men have to face is whether to pay these women the higher rate which will reduce the price received by the producer or to install electrical equipment which will throw these women out of work, and force many of them onto the welfare organization. He said that this was an instance in which too much government interference was a bad thing.

## MINNESOTA

Russell, Minn.—Fred Polesky has purchased the feed grinding equipment of Leo Hosteller.

Minneapolis, Minn.—The Cream of Wheat Corporation has started to manufacture a new product which will be known as the Quick Cream of Wheat.

Duluth, Minn.—Louis Bell, a veteran grain sampler, died Feb. 12, of a heart attack, following a short illness.—F. G. C.

Duluth, Minn.—The Hixon-Gannon Grain Co. has been elected a member of the Duluth Grain Commission Merchants Ass'n.—F. G. C.

Holdingford, Minn.—The Holdingford Milling Co. has been reopened under the management of W. H. Rathe, of Sauk Centre. The mill will conduct a general flour and feed business.

Kost (North Branch p. o.), Minn.—Jesse Nelson, of the feed mill and electric plant which the Nelson family has operated here for the past 31 years, died suddenly. He is survived by one brother.

St. Charles, Minn.—Wrecking of the John Small elevator has been completed. The Commander Elvtr. Co. is now making alterations on its elevator and installing new equipment. Two new distributors and new cup belts have been installed and the entire elevator has been re-spouted. The feed mill is also undergoing extensive repairs. Construction of the new 40x80 warehouse and office will begin early this spring.

Williston, Minn.—Cargill, Inc., has closed its local grain office. W. J. Kline, who was manager of the office for several years, has moved to Minneapolis where he is working out of the company's office there.

Greenleafon (Preston p. o.), Minn.—The Greenleafon feed mill was destroyed by fire. The fire started in the engine room while the plant was in operation. The plant is operated by Herman Efrink and his son, John.

Goodhue, Minn.—Charles O'Gorman, a grain man of the old school, for many years operator of the Fleischman Malting Co. elevator here, died Feb. 1, following a stroke of paralysis. He was an outstanding judge of malting barley.

Duluth, Minn.—At a meeting of the directors of the Duluth Grain Commission Merchants Ass'n held Feb. 15, R. H. Tietze, of the Atwood Larson Co., was elected pres. and R. G. Sims, of McCarthy Bros. Co., vice pres. to serve for 1939.—F. G. C.

Wells, Minn.—More than 600 persons attended the opening of the new feed mill at the Wells Farmers Elvtr. Co.'s elevator Jan. 28 when coffee and doughnuts were served, souvenirs distributed, and moving pictures shown. Feed was ground during the entire day to demonstrate operations of the new plant.

Wabasha, Minn.—R. E. Jones, feed and grain dealer, died recently. For many years Mr. Jones was interested in the elevator business in Mazeppa. He went into the grain business and in 1889 moved to Wabasha, where he established a grain, feed, wood, ice and insurance business. He operated a large line of grain elevators.

Argyle, Minn.—Timely discovery of a fire at the A. W. Headrick Elevator at noon Jan. 28 and prompt work on the part of employees who fought the blaze with buckets of water and a hand chemical, retarding their progress until the fire department arrived, saved the elevator and its contents from destruction. No one was at the plant when a boy entered the office to find the room filled with smoke. He rushed across the street to the home of the owner to give the alarm. Mr. Headrick and W. C. Naylor responded and with the aid of Fred Craik, an employee who also arrived on the scene, held the flames in check. The fire started at the base of a partition between two rooms, its cause unknown. Damage was small.

## MISSOURI

Boonville, Mo.—Harold Sherman is new manager of the Farmers Elvtr. Co., succeeding George K. Bryan, who retired.

Cameron, Mo.—Earl Watson of Kansas City will open a feed store here in the near future where he expects to manufacture his own feed, to be called the Triple E.—P. J. P.

St. Joseph, Mo.—H. L. Dannen's soybean processing plant has been completed and is ready for operation. Mr. Dannen is president of the Dannen Grain & Milling Co. of St. Joseph.

Zalma, Mo.—Jacob Simmerman, 70, for more than a quarter of a century operator of a small flour mill here prior to retiring from active work a few years ago, died suddenly of a heart attack at his home Jan. 30.

Fayette, Mo.—Harry C. White is the new manager of the Fayette Co-operative Mill & Elvtr. Co., succeeding Vodra W. Philips who became bookkeeper. Mr. Philips had served as bookkeeper and manager for the elevator for the last year. Mr. White is a well known farmer of the county.—P. J. P.

Louisiana, Mo.—The Missouri-Illinois Co-operative Elvtr. Co. will begin handling cream, eggs and poultry as soon as alterations now being made have been completed. A room used as a general office has been redecorated and partitioned off and cream will be tested there. W. F. Moyer is manager of the firm which purchased the buildings and business several months ago.—P. J. P.

St. Joseph, Mo.—A. B. Plummer has been appointed an associate in the Quaker Oats Co.'s local grain department. He is now chief of the Kansas State Grain Inspection & Weighing Dept., with headquarters in Kansas City. He will take over his new duties March 1. Previous to his appointment as chief inspector, Mr. Plummer was connected with the grain staff of the Goerz Flour Mills Co. and also had been associated with various grain firms of Kansas.

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## KANSAS CITY LETTER

Kansas City, Mo.—John M. Flynn has been elected to membership in the Kansas City Board of Trade.

Kansas City, Mo.—The Kansas Grain, Feed & Seed Dealers Ass'n will hold its 42nd annual state convention at Kansas City May 19 and 20. —J. F. Moyer, sec'y.

Kansas City, Mo.—Willis Theis, son of Frank A. Theis, president of Simonds-Shields-Lonsdale Grain Co., has returned to Kansas City from Buenos Aires where he has worked for the last two years with a large South American grain firm.

In a conference with members of the board of city commissioners Feb. 6, representatives of the Nicholson Co., builders of the river-rail grain terminal on the public levee, Kansas City, Kan., pledged the company to rectify the drainage problem at the grain elevator immediately, doing the work under the city's own supervision at an estimated cost of about \$1,500. A controversy had been in progress between the company and the city regarding water leakage into the basement of the elevator. The Nicholson Co. contended that windblown sand caused the clogging, while the city's engineer contends that settling and breakage of the tile sewer is the cause. This sewer the Nicholson Co. will repair. The contractor also pledged, in answer to a second complaint of water penetration thru some expansion joints within the basement structure, to make certain repairs there so as to make the expansion joints waterproof. The company contended that, while waterproofing should have been specified by the contract its absence is no fault of the contractor.

## MONTANA

Richey, Mont.—Efforts are being made to reorganize the Richey Farmers Union Elevator thru subscriptions secured by means of loans from the Farm Security Administration. Farm Security and Terminal Ass'n men attended a meeting here for that purpose Jan. 24.

Circle, Mont.—The reorganization meeting called by officials of the Farmers Union Elevator Jan. 23 was attended by over a hundred farmers. It was an all day affair and lunch was served by the local elevator. Many shares were subscribed thru the Farm Security Administration plan of borrowing money for shares in co-operative institutions.

## NEBRASKA

Alliance, Neb.—George Neuswanger sustained some electrical damage to electrical equipment recently.

Irvington, Neb.—The O'Neill Lumber & Grain Co., Inc., was incorporated by Frank B. O'Neill, Margaret M. O'Neill, Bernadette O'Neill, Robert J. O'Neill and James F. O'Neill.

Hildreth, Neb.—The Sam Beadle Elvtr. Co. shipped out all grain in the elevator Feb. 4, and closed the elevator until the new crop. Mr. and Mrs. Beadle will spend the next two months in California.

Morrill, Neb.—"Electric eye" bean sorters have been installed in the Chester B. Brown bean plants here and in Gering. They began operation in February and will run continuously until the sorting season is finished in September.

Omaha, Neb.—Beginning Feb. 20 a short program giving information on soybeans and their places in the agriculture of Nebraska and Western Iowa will be broadcast daily at 1:15 p. m., just preceding the closing market broadcast, over WAAW.

Clay Center, Neb.—At the 25th annual meeting of the Clay Center Grain Co. stockholders held Jan. 25, the president was authorized to appoint a com'te to arrange for a celebration of the silver anniversary, to be held during the month of May, 1939.

Kearney, Neb.—Plans are proposed to give a quit claim deed to the old Roby flour mill building and ground to the County Fair Ass'n, the county waiving taxes on the same. The Ass'n would take down the building for the lumber if the proposal is agreed upon.

Goehner, Neb.—W. J. Newton, 63, veteran grain dealer, passed away Feb. 1. He was connected with the Wensiker-Newton Grain Co. here for the last three years. A former resident of Polk, Mr. Newton was well known all over the eastern part of the state.

Dorchester, Neb.—The Farmers Co-operative Grain & Live Stock Co. has purchased the elevator owned by the Fairmont Grain Co. This will give the company a storage capacity of 100,000 bus. of grain. Heretofore it has been necessary to rent storage in city elevators.

Omaha, Neb.—Extreme cold weather cut attendance at the annual meeting of the Nebraska Farmers Union Elvtr. Federation to below quorum Feb. 11, of the 100 elevator managers in Nebraska and western Iowa, only 14, seven less than a quorum, attended. A summer session is scheduled at Grand Island.

Omaha, Neb.—In annual convention Feb. 9 the Nebraska Farmers Union re-elected for a fifteenth term the veteran president, H. G. Keeney, Cowles. John D. Reynolds, Niobrara, was re-elected Seventh district director for a fourth term, and George Larsen, Superior, was re-elected for a fifth term as Third district director.

Grand Island, Neb.—The Eta-Bita Popcorn Co. is now in operation here. The local branch is one of six operated by the firm, the other houses being at Colorado Springs, Colo.; Emporia, Kan.; Tulsa, Okla.; Springfield, Mo.; and Independence, Kan. The product is "Popit Korn." The local plant ultimately will service all of Nebraska.

Lincoln, Neb.—A bill (L. B. 287) has been introduced in the Nebraska legislature by Senator W. H. Diers, of Gresham, to license all grain dealers under state department of agriculture. A fee of \$5 would be required for each license. The bill provides rules and regulations for bookkeeping and as to testing, sampling, weighing and grading. Penalty for violation would be a fine of \$25 to \$500.

Minden, Neb.—Following the installation of new feed milling and mixing machinery the Farmers Elvtr. Co. held open house Saturday, Feb. 4, when nearly 200 persons visited the new department and were shown thru the plant and saw the machines in operation. A com'te had been appointed to select a commercial name for the feed products of the mill, a large number of contestants having submitted entries for that purpose. Coffee was served all guests by Mrs. George Rasmussen, wife of the elevator manager.

Aurora, Neb.—The stockholders of the Aurora Elvtr. Co. at the annual meeting one year ago, authorized the directors to discontinue the manufacture of flour, but it was decided to keep the flour milling equipment. This year at the company's annual meeting, the stockholders authorized the board and manager to dispose of flour milling equipment not needed in the operations of a feed mill. During the last year a new feed mixer was installed and the company is now mixing commercial feeds for poultry, hogs and cattle as well as handling a complete line of feed and concentrates. With the removal of the flour equipment plans are made to enlarge the commercial feed business, grinding and mixing of feeds using the farmers' own grain. Flour is exchanged for wheat on the same basis as when flour was manufactured.

## NEW ENGLAND

Broad Brook, Ct.—Fire destroyed a large warehouse on the Joseph Chester property early Jan. 31. The building, 160 ft. x 40 ft., was filled with grain, tobacco, potatoes and tools.

Derry, N. H.—The H. D. Woods Co., Inc., local grain dealers, have purchased the equipment of the Derry Coal & Ice Co. and will add the sale of hard and soft coal to their present business.

## NEW MEXICO

Texico, N. M.—The Plains Grain & Seed Co., recently installed a 15-ton 34-ft. Howe Scale with weightograph, bought from the Dillon Scale Co.

## NEW YORK

Mayville, N. Y.—The Francis feed mill was damaged by fire Jan. 29. The fire started from an overheated stove.

Schenectady, N. Y.—The Market Milling Co.'s plant was damaged by fire the night of Feb. 2. The fire was confined to the storeroom in the rear of the main establishment. Stores of grain, flour and other food supplies, kept in the front part of the premises, escaped serious damage.

Oswego, N. Y.—Guy W. Pinck, New York state engineer, has announced that the state will spend about \$10,000 in improving the state elevator. A complete change in the elevator's marine legs to increase the speed and efficiency of loading will be the principal item. Work will be rushed so that the elevator will be ready when navigation is resumed this spring. Worn out parts will be replaced and rehabilitated.

## BUFFALO LETTER

Directors of Spencer Kellogg & Sons, Inc., cut their dividend 10 cents when they declared a dividend of 20 cents a common share for the recent quarter. In each of the two previous quarters 30 cents had been paid.—G. E. T.

E. H. Flinchbaugh, of Cargill Grain Co., was in charge of the special party of feed and grain members of the Corn Exchange who rode to the Eastern Federation of Feed Merchants' convention at Syracuse Feb. 16 by special railroad car.

Harold A. Hendy has opened his own office in the Buffalo Chamber of Commerce building under the name, Hendy Feed Co., Inc. He was formerly connected with the Cereal By-Products Co. here since 1928, resigning to embark in the new business venture of which he is president. Other officers are George M. Liegl, vice-pres., and Mrs. Seretha (Harold A.) Hendy, sec'y-treasurer.

The Standard Milling Co. has purchased the 3,000,000-bu. Nesbit elevator from the Eastern Grain Elvtr. Co. The house, located on the lake front, is one of the most modern elevators in America and was built 10 years ago by the Standard Milling Co. It was sold soon afterwards to the Eastern Grain Elvtr. Co. The elevator has been closed for the last two years. The Standard Milling Co. operates a flour mill of 2,800 bbls. daily capacity in Buffalo near the site of the Nesbit elevator.—G. E. T.

Vigorous protest against "ruinous" competition set up in Oswego by the state of New York against Buffalo grain interests was voiced Feb. 10 by industrial and labor leaders at a mass meeting sponsored by the Pioneer Civic Ass'n. A resolution was adopted which will be sent to senators and assemblymen of the state legislature enlisting their support against competition of the state, particularly the low transfer rate of ¼ cent bu. of grain handled in the state elevator. Thos. C. O'Brien, vice-pres. of the Superior Elvtr. & Forwarding Co., in an address said the Superior Elevator paid \$37,191 in taxes last year and handled 7,500,000 bus. "We would have had to handle 14,978,000 bus. on the basis of the ¼ cent to pay even these taxes alone," he declared.

## NORTH DAKOTA

Alice, N. D.—The Farmers Elvtr. Co. sustained an electrical damage on Jan. 24.

Cavalier, N. D.—Fire Feb. 3 severely damaged the potato warehouse of Harris and Robbie, president and manager-sec'y respectively of the Cavalier Milling Co.

Mandan, N. D.—Farmers in the Mandan area and stockholders in the Farmers Elvtr. Co. of Mandan will hold a meeting here to discuss the possibility of refinancing and reorganization of the local Farmers Elevator thru the medium of a farm security administration loan.

Grand Forks, N. D.—Operations at the state mill will likely be resumed soon according to announcement made by Math. Dahl, state commissioner of agriculture and labor and member of the state industrial commission. No change in managers is anticipated. Owen T. Owen is manager.

## DUST COLLECTORS

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Page, N. D.—Explosion of the air pressure tank caused damage to the Page Elvtr. Co. elevator on Feb. 1.

Fordville, N. D.—Guy Ridgway, who has worked as helper at the Osborne-McMillan Elvtr. Co. elevator during the fall months, is now manager of the business, succeeding W. O. Johnson who has taken a three months' leave of absence. Mr. Johnson will go to Grand Forks to join the Valley Motor Co. sales force.

Wahpeton, N. D.—O. D. Smith, who has been the manager of the Monarch Elevator for several years, resigned his position recently, and is being replaced by E. B. Murphy, formerly of Faribault, Minn. Previous to managing the plant at Faribault, Mr. Murphy managed the Monarch elevator at Graceville, Minn., for many years.

Bismarck, N. D.—A resolution to authorize the state industrial commission to lease the state mill and elevator at Grand Forks to the Farmers Union Grain Terminal Ass'n was drawn recently for introduction in the house. Sponsors of the resolution have suggested that the leasing be completed "upon such terms as may be agreed upon."

Burnstad, N. D.—Judgment for \$18,000 in favor of the Logan Grain Co. against the Hartford Fire Insurance Co. was filed in federal court at Fargo Jan. 27, as the result of an action over refusal of the insurance company to pay on policies covering fire which destroyed two elevators here Oct. 15, 1937. The company refused to pay on the policies on the ground that there were mortgages against the elevators of which the insurance company had no knowledge and that a clause in the policy therefore rendered them void. The grain company alleged the insurance company had knowledge of the mortgages and that W. D. Heupel, cashier of the Stockgrowers bank of Napoleon, local agent for the insurance company also had knowledge through dealings in the bank. Heupel contended he had no knowledge of the mortgages as an agent of the fire insurance company; that when the policies were renewed, they were filled out in Chicago and sent to him for routine countersigning. The judge held, however, that Heupel as an agent of the company, was responsible and that his knowledge of the existing mortgages whether it was gained as agent for the company or as a banker made no difference.

## OHIO

Toledo, O.—Southworth Grain Co. has succeeded Southworth & Co.

Fostoria, O.—A. T. Ward is seriously ill in the hospital after an operation for appendicitis.

Cincinnati, O.—The C. C. Groff Milling Co. on Jan. 21, sustained a small loss from high winds.

Wapakoneta, O.—The Detjen Grain Co. entertained farmers and their families at a John Deere Day program at the Armory Jan. 26.

Toledo, O.—The 24th annual convention of the Ohio Farmers Grain Dealers Ass'n will be held at the Waldorf Hotel here Feb. 22 and 23.

Coldwater, O.—Fifty dollars in cash was stolen from the money drawer of the Burkettsville Grain Co.'s office during the noon hour Jan. 20.

Port William, O.—Mary E. and Henry E. Speer, owners of Speers Elevator, on Jan. 22 sustained a small loss to property because of high winds.

Kenton, O.—Kenton Farmers Grain & Supply Co. recently installed an Ajax Hammer Mill which was furnished them by the Sidney Grain Machinery Co.

Wooster, O.—Wayne County Feed & Grain Co. recently installed a new truck dump and receiving separator, furnished them by the Sidney Grain Machinery Co.

Rising Sun, O.—Plans were made at the annual meeting of the Sun Grain Ass'n to hold an all day gathering with free dinner for stockholders and patrons soon.

Hillsboro, O.—Ubiko Milling Co. recently installed at its local elevator a sheller with V drive, and rolling screen cleaner, all furnished by the Sidney Grain Machinery Co.

Cleveland, O.—Oscar W. Trapp, 81, veteran feed and grain man, died Jan. 29. He was with the old Union Elvtr. Co. until 1911, when he helped form the jobbing firm of Sheppard, Clark & Co. in which he was a partner until his retirement in 1936 when the firm dissolved.

Toledo, O.—The five-story south tower of the Toledo Grain & Milling Co. was destroyed by fire Feb. 20. Floors of the building, which contained most of the machinery used in the manufacture of feeds, gave way under the weight of the machinery 20 minutes after the blaze was discovered at 8:38 a. m. on the third floor. Employees, warned, fled from the building, a last minute act being to throw the main power switch, cutting off high voltage transformers which supply power for the plant. Cause of the fire has not been determined. Daniel W. Camo, sec'y of the company, stated manufacturing operations of the company will be suspended indefinitely. The extent to which grain stored in the eight steel storage tanks between the two towers was damaged has not been ascertained. A. E. Trost is president of the company.

## OKLAHOMA

Guymon, Okla.—Fred Perry, former manager of the Light Grain & Milling Co. plant in Hooker, has been transferred here.

Hooker, Okla.—Otto Fast has been appointed manager of the Light Grain & Milling Co. He has been manager of the Hooker Elevator.

Cherokee, Okla.—E. E. Smith, for 11 years manager of the Farmers Elevator at Coldwater, Kan., is now manager of the Wolcott and Lincoln elevator here.

Inola, Okla.—The Inola Farm Elvtr. Co. has been dissolved as a co-partnership company and Henry Powers is now sole owner of the business and will conduct same in the future under his own name.

Vici, Okla.—Work on the new A. & J. Milling Co. mill is progressing. The building housing the mill will be three stories high exclusive of the basement and of sheet iron construction. The mill equipment will be of the latest type of the "long system."

Chelsea, Okla.—The Farmers & Merchants Mill, pioneer feed milling company owned and operated by George Rohland and son, Joe, is installing new flour grinding equipment. The improvements are expected to be completed in time to handle the 1939 wheat.

Nash, Okla.—I. B. Enterline, manager of the Kimbell Milling Co. elevator here, reports that company is planning to re-establish grain buying headquarters here again. The company's former elevator was burned. It has been stated the company will either build an elevator or buy or lease the present unused elevator here belonging to the Enid Milling Co. It is planned to have arrangements completed in time for operation for the coming harvest.

## PACIFIC NORTHWEST

Connell, Wash.—J. G. Kludas has moved his grain agency to the old Klinger building.

Sunnyside, Wash.—The last of the old Kelly feed mill has been removed by the present owner, O. F. Gilbert.

Olympia, Wash.—House Bill 215, chattel mortgages, requires filing within five days. The present limitation is 10 days.

Washtucna, Wash.—Verne Walker has been appointed local manager of the Interior Warehouse Co. He entered upon his duties Feb. 1.

Seattle, Wash.—New members enrolled by the Pacific Northwest Feed Ass'n, Inc., are Gordon T. Shaw, Seattle; Western Grain & Seed Co., Pasco.—Floyd Oles, mgr.,

LaCrosse, Wash.—The LaCrosse Grain Growers, Inc., entertained 170 persons at a "Get-together-Dinner" Jan. 26. C. M. Cook manager of the organization, presided.

Salem, Ore.—The Pacific Hop-growers organization has closed its local laboratory and sold its equipment to the Grange Milling Co. of Davenport, Wash., which is installing a complete new laboratory at its plant.

Milton, Ore.—Lloyd and Claude Key have purchased a 60 x 120 ft. lot from Eldridge Beardsley and will build a grain elevator, 30 x 30 ft., on a concrete base and of cribbing construction. Work will be started as soon as possible.

Portland, Ore.—House Bill 345, before the Oregon legislature, provides for a gross income tax which would have a vital bearing on the grain situation. Governor Sprague, however, is reported opposed to any kind of a sales tax.

Odesa, Wash.—The Odesa Union has started construction of a new warehouse, 60 x 150 ft., to replace the one that gave way under the weight of wheat. Work will start soon on a concrete elevator to replace the one destroyed by fire last fall.

Portland, Ore.—Balfour, Guthrie & Co. celebrates its 70th anniversary this year. The company was established in San Francisco in 1869. Ten years later W. J. Burns was sent to establish an office in Portland, now handling many kinds of commodities. D. W. L. MacGregor is present local manager.

Seattle, Wash.—Among bills introduced in the Washington State Legislature are the following: H. B. 135—Commission Merchants Law. This was reported out unanimously "Do Pass" on Feb. 3rd from House Agricultural Com'te. It needs your support with anyone you know in the legislature. This will have the effect of putting truckers under regulation. S. B. 113 changes the tax liability of grain dealers by providing that, instead of the "gross earnings" tax which they now pay, they would pay a straight gross volume tax of one-twentieth of 1%. S. B. 214 Unemployment Compensation applies unemployment compensation to all employers of one or more employees. The present law applies only to employers of eight or more persons.—Floyd E. Oles, Mgr., Pacific Northwest Feed Ass'n, Inc.

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Brownstown, Wash.—W. Logan & Son of Wapato are opening a new feed and seed store here this month in the old Bench Grange hall. The building is being remodeled and feed grinding machinery and seed cleaner will be installed.

Tacoma, Wash.—The large grain elevators at the Port of Tacoma are bulging with wheat and the plant has been running at full capacity since Sept. 1 according to a statement made by George W. Osgood, port manager, as he told of hopes of the port commission for funds to treble the storage space to meet the accumulating demands. Should more PWA funds be made available by Congress the commission plans to request a 45 per cent grant and authorize a two-mill levy to meet the other 55 per cent of the cost, Mr. Osgood explaining the commission has the power to levy up to two mills for one year for general purposes. The huge tanks and workhouse together have a capacity of 600,000 bus. The plant has had a turnover of more than 1,000,000 bus. since July 1 and has been forced to turn down requests for storage space for 1,000,000 bus. which would have meant a turnover of at least an additional 3,000,000 bus., Mr. Osgood said. Last fall a request was made by the port commission for a PWA grant and an RFC loan to total \$300,000 to increase the storage capacity by 1,000,000 bus. The Commission asked for the loan on the provision it be paid back out of the earnings from the elevators, but the RFC doubted the legality of such procedure without bonds being voted by the people.

## PENNSYLVANIA

Lancaster, Pa.—Clarence H. Harnish has installed a Sidney Vertical Mixer.

Connellsville, Pa.—We intend to go out of business at the end of the month.—Perry Henderson.

Indiana, Pa.—Linus M. Lewis, a member of the Lewis-Steel Feed Co., died Feb. 2. He had been in the feed business more than 30 years.

Bloomsburg, Pa.—I will not rebuild our plant which was destroyed by fire Jan. 6 (reported in the Journals Jan. 25,) but, after 61 years in the grain and milling business, I will retire.—H. V. White, White Milling Co.

Union City, Pa.—Fire destroyed the feed mill of the Union Coal & Supply Co. Feb. 6, resulting in a loss of \$60,000. The blaze was due to spontaneous combustion. Five cars of grain stored in the mill were destroyed. The mill was a landmark, built 80 years ago and was owned by R. B. Mulkie.

Orrtanna, Pa.—I have sold out the feed milling business after 38 years. Owing to too much government interference with business I decided to quit about one year ago and sold out. The mill and feed business here has been discontinued. The party who bought the property has turned the buildings into a storage. So that is just the passing of another country mill. One by one they are fading from the picture. The big mills have put the small mills out. So at present I am not interested in grain and feed.—R. L. Biggs, successor to Linn & Biggs.

Mt. Pleasant Mills, Pa.—The stone mill, historic landmark for which this town was named, located just east of Fremont, was sold by S. W. Fogle & Son to Charles F. Snyder of Sunbury Feb. 8. The deal included transfer of title to the mill, the residence, 16 acres of land, two mill dams and water rights. The business will be known as the Snyder Milling Co. and will continue the same line of products with the addition of a specially compounded line of poultry and cattle feed by expert nutrition men, with special emphasis on vitamins and food values.

## SOUTH DAKOTA

Aberdeen, S. D.—Certain opposition has arisen to the passage of House Bill 57, the so-called itinerant merchants bill, and as a justification for this attitude, the claim is being made that this measure would work to the detriment of the farmers of this state. After a rather thoro canvass of a large portion of the state, we cannot believe that this is the true sentiment of the majority of our farmers. We believe that the average farmer is interested in preserving his community and his own farmers elevator company. Furthermore, the number of farmers in this state who engage in merchandising operations other than to dispose of their own produce, is very small. We know that the transient merchant is considered a

menace by the great majority of farmers elevators.—Farmers Elevtr. Ass'n of South Dakota.

Hooker, S. D.—The local National Atlas elevator has been closed. The grain in storage here has been hauled to the elevator at Lennox and efforts are being made to sell out coal and other supplies.

Mission, S. D.—An explosion from a gasoline blow torch Feb. 13 caused a fire that destroyed the Mission Flour & Grain Co. plant, property of William L. Mock, Sr. William Mock, Jr., and Bon Lefler, employee, were thawing out some pipes when the explosion occurred. Their clothes were sprayed with flaming fluid, but each extinguished the fire by rushing outside and rolling in snow.

## SOUTHEAST

Sparta, Ga.—Hill Jackson has purchased Moore's grist mill in Taliaferro County and has assumed control of the property.

Prentice, Fla.—Joshua H. Hubbs, 75, who for many years was a grain dealer here, and for 42 years was local postmaster, died Feb. 11, at his home in Jacksonville, Ill., where he had lived for the past several years.

## TENNESSEE

Nashville, Tenn.—The R. L. Wiles & Co. feed store and warehouse was destroyed by fire of unknown origin Feb. 4. The two-story store, embracing three large buildings, held between \$20,000 and \$30,000 in feedstuffs and one truck.

## TEXAS

Commerce, Tex.—Buck Hineman has opened a new feed and seed store here.

Sherman, Tex.—The corn warehouse owned by Kay Kimbell was destroyed by fire Jan. 24.

Sherman, Tex.—Exposure was the cause of a damage loss to the Fant Milling Co. on Jan. 24.

Hereford, Tex.—Fraser Oil & Grain Co. bought an invincible milling separator from the Sidney Grain Machry Co.

Fort Worth, Tex.—Universal Mills recently bought a 30-ton 34-ft. Howe Scale with registering beam from the Dillon Scale Repair Co.

Cooper, Tex.—The Cooper Cotton Oil Co., manufacturer of feeds in addition to operating a cottonseed oil mill, has installed a new 20-ton 34-ft. Howe Scale with weightograph.

Brownfield, Tex.—H. E. and H. S. Newman of Meadow, Tex., have purchased the White Grain Co. milling plant here and are operating it, doing all kinds of grinding and mixing.

Childress, Tex.—A. A. Hennaman has opened a new grain and feed business here, operating under the name Childress Feed & Seed Co. Harold Smith of Amarillo is associated with him in the business.

Muleshoe, Tex.—The S. E. Cone Grain Co. is installing a new 20-ton 34-ft. Howe Scale at its local plant, sold by Dillon.

Denton, Tex.—Kay Kimbell, head of the Kimbell Milling Co., Fort Worth, announced the purchase of the Taylor mill and formation of a company to be known as the Denton Mill & Elevtr. Co. to be incorporated, and to operate the mill. The mill has a capacity of 125 bbls. daily, but this will be doubled immediately and other improvements made, including the addition of wheat storage. This is Mr. Kimbell's seventh flour milling property in the state.

## UTAH

Tremonton, Utah.—The local Garland-Tremonton Milling Co. plant has resumed feed milling operations. The plant, destroyed by fire some months ago, has been rebuilt and equipped with modern machinery for rolling, grinding and mixing feeds. Alfred Michaelis is manager.

## WISCONSIN

Durand, Wis.—Finn & Brunner were the recent buyers of a large Sidney Seed Cleaner.

Arkansas, Wis.—Harry Hill, manager of the Durand Co-operative Exchange the last five years, recently resigned and is opening a feed and seed store here.

Portage, Wis.—Fred J. Hettinger, 70, former employee of the T. H. Cochrane Feed & Grain Co. here, died recently.—H. C. B.

Durand, Wis.—Clyde Metcalf, who has been operating a feed and seed store at Porcupine, has succeeded Harry Hill as manager of the Durand Co-operative Exchange.

Middletown, Wis.—The Badger Grain & Feed Co. has been incorporated, capital stock, \$3,600, to deal in dairy products. Incorporators are William M. Shaksheky, Harold Austin, William Olday.

Watertown, Wis.—Wisconsin State Hatchery, Waukesha, has opened a branch here under the management of Henry Frederick. The branch will handle poultry supplies and feeds in addition to chicks.—H. C. B.

Superior, Wis.—The city council voted Feb. 7 to purchase the Daisy and Listman Mills here from the Standard Milling Co. and enter into an option agreement with a Minneapolis firm to reopen the Daisy plant.—H. C. B.

Doylestown, Wis.—Fire of unknown origin damaged the Nagel Produce Co. feed building here Jan. 29. The stock of feed was badly damaged by water. The loss is estimated at \$1,000 and is partially covered by insurance.

Burlington, Wis.—Officers of the Farmers Feed & Fuel Co. here have been elected for the ensuing year as follows: Wesley Milley, president; William Roberts, vice-pres.; Frank Ruzicka, sec'y, and Frank Bohnsack, treasurer and general manager.—H. C. B.

Milwaukee, Wis.—Raymond Dahl, Jr., 21, was awarded \$60,000 for injuries suffered in the Charles A. Krause Milling Co. blast by a jury in circuit court Feb. 14. He sued for \$125,000. Young Dahl had entered the plant to visit his father, traffic manager for the company, who was among nine persons killed. Dahl's face, arms, hands and legs were burned. The jury held that Dahl had defendant's consent to enter the mill and that the company failed to use methods reasonably adequate to make the place free from danger in respect to maintenance and repairing of spouts and conveyors, and maintenance of electric motors and electric switches. Arguments will be heard Feb. 24 before Judge Breidenbach when Willis G. Sullivan of counsel for the milling company will seek to have the verdict set aside on the ground that it did not conform with the evidence.

## WYOMING

Albin, Wyo.—Tom H. Taylor, formerly employed at the local elevator owned by R. J. Hofmann of Cheyenne, was arrested in Denver Feb. 2 charged with embezzling approximately \$2,000 between Sept. 1, 1938, and Jan. 30, 1939. Mr. Hofmann swore out the complaint. Taylor was returned to Cheyenne.

## Protest Many State Wage Bills

More drastic in many respects than the federal wage and hour act, bills have been introduced in 20 state legislatures, most of them prohibiting reduction of wage rates, overtime employment, more than 8 hours per day, with no limit on minimum pay, no exemption for small establishments, and no exemption for outside salesmen. Many trade ass'ns are protesting vigorously.

Following are the states in which the bills have been introduced: Arizona; California—Assembly bills 167 and 203; Colorado, Senate bill 32; Connecticut, Senate bill 32, House bills 17 and 55; Indiana, House bill 43; Maryland, House bill 154; Massachusetts, House bills 634, 821 and 935, Senate bill 147; Missouri, House bill 29; Montana, House bill 28; New Hampshire; New Jersey, Assembly bill 40; New Mexico, House bill 28; New York, Assembly bill 886; North Carolina, House bill 214, Senate bills 71 and 97; North Dakota; Ohio, House bill 65; Utah, House bill 30; West Virginia, Senate bill 61 and House bill 73; Wisconsin, Assembly bill 44; Wyoming, Senate bill 20.

Quaker Oats consolidated net income after adjustments was \$6,159,441 in 1938, against \$4,209,521 in 1937. Last year was the most profitable since 1931.



## Grain Carriers

The Southwest Shippers Advisory Board will meet Mar. 1 and 2 at Harlingen, Tex., and the Trans-Mo-Kansas Board, Mar. 7, at St. Louis.

Grain and grain products were loaded into 29,544 cars during the week ended Feb. 4, against 32,282 cars during the like week of 1938, as reported by the Ass'n of American Railroads.

The proportional rate of 16c per 100 lbs. on grain for export from Chicago to New Orleans and Gulfport has been refused by the traffic executive com'te of the Illinois Freight Ass'n.

Sioux City, Ia.—The Interstate Commerce Commission has ruled that the grain rates into Sioux City and Omaha are not unreasonable as alleged by the Nebraska Railroad Commission, the Omaha Grain Exchange and Sioux City Grain Exchange.

Truck-Drivers' hours are the subject of hearings by the Interstate Commerce Commission under the Motor Vehicle Act, Feb. 20, at Washington, 23rd at New York, 27th at Chicago, Mar. 2 at Minneapolis, 6th at Spokane, 8th at Portland, 13th at Los Angeles, 17th at Omaha, and Mar. 20 at Memphis.

Say to any form of transportation that to it, by Government fiat, is given the exclusive privilege of carrying, and you immediately dull the edge of industry by taking away the incentive to energy. No one, by the exercise of authority, can select a predetermined sphere of activity. This must be ascertained by the play of economic principles governed by questions of cost, in the light of public demands as to certainty, speed and safety, with some regard to the contributions which are demanded in the way of employment, the payment of proper wages and the support of government thru the medium of taxes. —R. V. Fletcher, general counsel, of Ass'n of American Railroads.

## Traffic League in Special Meeting

The National Industrial Traffic League will meet in special session at the Washington Hotel, Washington, D. C., at 10 a. m., Thursday, Feb. 23, to consider pending and proposed transportation legislation in Congress.

Six major proposals to be considered are revision of Section 15-A—rate making rule; regulation of inland water transportation; giving the Interstate Commerce Commission authority to prescribe minimum rates for all forms of transportation by railroad, water, highway, pipe line and air; reorganization of the Interstate Commerce Commission to 19 members and providing for statutory divisions thereof; creation of a transportation administrator, and approval of the League's transportation program.

"The Executive Com'te," says the resolution adopted by it, "regards the reorganization features of the Lea bill as being so vitally objectionable, having the effect of destroying the independent character and standing of the Commission as an agency of the Congress, as to require immediate action. The com'te on reorganization of the executive departments of the United States government is therefore instructed, in cooperation with the com'te on the railroad situation, to oppose actively these features of H. R. 2531 (the Lea bill) and the said com'te on reorganization is directed forthwith to circularize the membership of the League with a statement of the reasons for such opposition."

Toledo, O.—The Toledo Chamber of Commerce has adopted a resolution opposing ratification of the treaty between the United States and Canada for construction of a great lakes and St. Lawrence River waterway, as 60 per cent of the grain making use of the waterway would be Canadian, and the cost to the United States would be \$300,000,000.

Reorganization of the Interstate Commerce Commission as proposed in a bill by Rep. Clarence F. Lea is opposed by the National Industrial Traffic League. The bill's provision requiring the President to designate the membership of each of the three divisions proposed, and annually to designate one of the members of the Appeal Division as a Chairman of the entire Commission, "would confer upon the executive branch of the Government power to control substantially the policies of the commission with respect to matters which are legislative or judicial in character, and would make possible executive interference with the legislative activities of the Commission."

## Railroads v. Trucks

By CURT STOUT, Gilman, Ill., before Illinois Farmers Grain Dealers Assn.

This problem first attracted attention in 1934 when one of the large elevator operators in Chicago equipped its elevators to unload trucks and began soliciting trucked grain, especially corn. The country grain dealers, individually and thru their associations, sounded the warning to the railroads. They pointed out the fact that the trucked grain did not carry transit privileges and that, since there was a limited demand in Chicago, for non-transit grain, the carriers could quickly correct the situation by publishing short-haul, non-transit rates on corn low enough to compete with the trucks. It was pointed out that such action on the part of the carriers would eliminate truck competition without affecting the rates applying to the bulk of their grain traffic which is handled in interstate commerce.

Many of the alert traffic officials of the western railroads were quick to grasp the situation and by 1935 some of them were ready to revise their tariffs accordingly. By 1937 all the Illinois roads leading into Chicago had adopted the plan and had published non-transit rates on corn to Chicago which were low enough to hold the traffic. Very little corn was salable on these rates, but they supplied all the demand and the truck was effectively eliminated. Unfortunately these rates were published with an expiration date of December 31st.

This is primarily a problem of the western railroads and we find their traffic officials alert and sympathetic. However, since Chicago is the point where eastern and western lines converge, the eastern lines have an equal voice with western lines when it comes to passing upon changes in rates.

The Illinois Freight Association has a membership of 14 lines. A dissenting vote of 4 defeats any proposal before that body. Some of the eastern lines have effectively blocked the publishing of truck competitive rates by threatening to make them apply interstate. Such action would result in unnecessary curtailment of revenues of the western lines by actually effecting a 30 per cent reduction in the rates on corn thruout a large area, while the application of intrastate rates, as we have proposed, would result in less than 10 per cent reduction and would be just as effective in eliminating truck competition.

The grain dealers in the Chicago area and the two state associations have been pressing the case vigorously. We first asked for an informal conference with the carriers, which was graciously accorded. Many of the interested railroads seemed inclined to favorable action, but we were put off from time to time by various excuses.

On Nov. 16, the Farmers Grain Dealers

Ass'n of Illinois and the Illinois Grain Dealers Ass'n filed a request with the Illinois Freight Association for a formal hearing. Their petition was granted and the hearing was held on Dec. 9. Nearly a hundred country grain dealers attended the hearing in support of the proposed rates. The evidence presented was so conclusive that there appeared to be no doubt about the merits of the case. Great was our surprise when we learned that the carriers again failed to agree and that the matter was referred to Commissioner C. E. Johnston of the Western Ass'n of Railway Executives. Greater still was our surprise and consternation when we learned that Commissioner Johnston, who is supposed to represent the interests of the western lines, had advised against doing anything about this truck competition.

On Feb. 8 the Farmers Grain Dealers Ass'n and the Illinois Grain Dealers Ass'n filed a complaint with the Illinois Commerce Commission requesting the Commission to handle the matter informally with the carriers. Within a short time you will have the result of this effort, which will determine your future action. If litigation or legislation, or both, are necessary to secure the final answer to this perplexing problem I know from past experiences that the membership of the two Associations will be in the fight 100 per cent.

## Gypsy Merchants in the Pacific Northwest

In a report announcing that 165 trucks carried 2,361,725 pounds, or the equivalent of 84 carloads, of hay and straw over Snoqualmie Pass during the week ending Jan. 14, Floyd Oles, manager of the Pacific Northwest Feed Ass'n, Inc., says: "How much moved elsewhere by truck, especially down the Columbia River, is anybody's guess. The movement now is about the same in volume as the entire rail movement for the same period."

"Some facts about the movement are particularly significant. Exact figures covering the number of trucks thru the Pass from Dec. 24 to Jan. 14, exactly 21 days, show movement of 407 trucks. Of these, 5 were trucks of our own ass'n members, 18 were trucks of other permanently established merchants, such as grocers, feed dealers and others, 12 were trucks of farmers, and 372 were itinerant truckers. Of the itinerants, many hauled several loads, while (with 2 exceptions) the merchants and farmers hauled only one load each."

"Of the 407 trucks, less than 10% had union drivers, and only 4 are known to be operating on the basis of union hours and wages."

"Of business taxes payable by these 372 itinerant truckers, 85% are estimated by the State Tax Commission to be in arrears or wholly uncollectible."

"Of the itinerant trucks, the Department of Public Service estimates that 75% are uninsured as to liability and property damage coverage."

"Truck legislation is most important. Our Board of Governors is making an effort for legislation to subject all truck dealers in feeds, hay, straw, grain and other farm commodities to the same regulations that are imposed on legitimate dealers. Without seeking to impose any special burdens on truck dealers, they have instructed the legislative com'te to work to the end of requiring of truck dealers every tax, regulation, inspection, license fee, or other requirement that is normally made of dealers operating from a permanent place of business. Our Board is acting on the sound theory that the only advantage enjoyed by the truckers lies in their evasion of the regulations to which the rest of us must submit."

In the week ending Jan. 21, number of trucks increased from 165 (in the previous week) to 191, but number of trucks other than itinerant dropped to only 21 for the week. There were no trucks of members that week.



## Brief Filed in Grain Door Complaint

J. S. Brown, manager of the Transportation Department of the Chicago Board of Trade, has filed a brief and argument with the Interstate Commerce Commission against the charge by the railroad companies for furnishing grain doors. Mr. Brown says:

"The carriers in the cross-town movement of carload shipments in bulk of grain, grain products and seed (and articles taking the same rates) cast upon the shipper the obligation not only to install the grain doors but to furnish them at their own expense. The Chicago Board of Trade contends that this action of the carriers is a most flagrant violation of their lawful duty to furnish cars suitable to transport in safety traffic which they hold themselves out to the public to carry.

"In the assailed tariffs the carriers in effect say to the shipper that he may do one of three things:

"(1) The shipper may pay the carrier a flat charge of \$2.48 per car for which payment the carrier will both furnish and install the grain doors;

"(2) The shipper may furnish his own grain doors and install them at his own expense; and

"(3) The shipper may rent the material from the carrier at a charge of 17 cents per standard grain door, or lumber at  $2\frac{3}{4}$  cents per foot per trip, and install the doors himself.

"At the present time the Eastern carriers make no charge either for furnishing grain doors or for installing them in cars of bulk grain, etc., whether for road haul or cross-town movements, except under the assailed tariffs for cross-town movement within the Chicago district.

"The tariff provisions in question have been published for general application, with some exceptions, for cross-town movement at terminal markets thruout western territory. It should be noted, however, that the switching rates for cross-town movement at the various terminal markets thruout the western district are not uniform and are much lower than the Chicago switching rates."

Joseph Kaufman, traffic manager for Stratton Grain Co., testified: "In the case of a shipment from our elevator at Schneider, Ind., to an industry located within the switching limits of Chicago, there is no charge for grain doors or for their installation. The grain doors are furnished and installed by the New York Central Railroad, which serves the elevator, without any charge for either furnishing or installation of those grain doors. It is cheaper to ship grain from Schneider to our elevator at Chicago than from our other elevators in the Chicago district. That is so because there is no charge for either furnishing or installing grain doors in case of a shipment from Schneider into an industry in the Chicago district, and also because we would pay no switching rate."

Chester D. Sturtevant testified: "Insofar as this industry demand is concerned, which is often dominant, other operators in the grain business operating elevators similar to ours outside of Chicago are competing with us all of the time, and are willing to sell grain to the industries to better advantage to the extent of the cross-town switch than we are, insofar as our grain stored in Chicago is concerned. Many times we find that Milwaukee, for instance, is supplying the Corn Products at Argo with corn at prices with which we cannot compete, altho their costs have been the same as ours, our handicap being the excessive cross-town switch.

"Every dollar that is forced on the Chicago operators over what has to be paid by out of town operators makes it just that much harder to do business in Chicago, and it is almost self-evident the handicaps that the grain industry has been up against in Chicago because

we are located in the middle west, and there has been hardly any new elevator construction during the past 20 years, and so far as our own operations are concerned, this inland elevator which we operate in Indiana Harbor, which we lease from the New York Central Railroad is, to our minds, a white elephant, and we have already notified the New York Central that we would discontinue as their tenants effective July 1, and expect to deliver the elevator to them at that time because it cannot be operated at a profit."

Mr. Brown continued: "Present switching rates within the Chicago Switching District, because of the fact that they are relatively so much higher than at other markets, must of necessity contemplate the furnishing and installation of temporary doors for the grain traffic.

"The furnishing and installation of grain doors by the carriers free of charge at points other than in the Chicago District is in violation of section 2 of the Interstate Commerce Act.

"The fallacy underlying the pretended fairness of this alternative tariff item is that the tariff contains no provision to guarantee the return to the shipper of his own property. Apparently the carriers under this alternative tariff provision intend to appropriate the shipper's grain doors to their own use without paying the shipper anything for them. If the grain doors are as valuable as the carriers have tried to prove they are, it would seem nothing short of brigandage for the carriers to let the shippers furnish their own grain doors and then have the carriers promptly appropriate the shippers' valuable property and convert them to their own use. In those instances where the shipper elects to both furnish and install grain doors in cars, the tariffs, in order to be fair to the shipper, should contain a provision that the railroad will repay to the shipper the value of the shipper's property at the time of its conversion by the carrier."

## To Regulate Missouri Truckers

Introduced in the Missouri legislature House Bill 93 provides for the supervision, regulation, licensing and taxing of itinerant merchants using motor vehicles and the business conducted by them.

The bill defines the term "itinerant merchant" as any person, firm, association, etc., buying or offering to buy for the purpose of sale in any manner, selling at wholesale or retail, any goods and transporting same upon any public highway in the state by use of a motor vehicle.

Each itinerant merchant must secure a license from the Secretary of State on forms and to meet regulations prescribed by him, and the fee therefor fixed at \$100 for the calendar year issued, with a reduction if obtained for part of year.

Each itinerant merchant must carry a liability insurance policy.

An integrity bond for \$1,000 must be carried for the purpose of protecting the public against fraud.

A bond of \$500 must be carried to insure payment of all taxes that may become due. Such merchant must agree that any civil suit for damages may be commenced by serving summons upon Secretary of State.

License may be revoked for failure to comply with any laws of the state, including this act or failure to pay judgment within sixty days.

When license is issued, cards bearing identification number must be issued and be displayed prominently in the cab of the motor vehicle used by merchant.

It is provided that the act shall not apply to any person or persons selling in the county or city in which they reside.

Violation of the act is a misdemeanor.

The bill carries a clause declaring it a "re-vision bill."

This bill is sponsored by Roscoe Summers, Cass County; Harry McGee, Warren County; C. P. Junge, Benton County; Roy Hamlin, Marion County; M. T. Devine, Cooper County, and H. E. Gladish, Lafayette County.

## Good Roads Make Fewer and Better Elevators

Grain elevators in the state of Nebraska are 188 fewer in number now than in 1923, according to a survey by Horace M. Davis, state fire marshal.

During that time 29 elevators were burned and rebuilt, 23 were wrecked and rebuilt, 81 were burned and never replaced, and 121 were wrecked and not rebuilt. Fourteen new elevators were built. He found, too, 190 farmers' elevators went out of business and 72 elevators are idle now.

Altho the number of elevators decreased sharply, there are only 39 fewer grain shipping stations than in 1923, ten of them being sidetrack elevators, the report disclosed.

Davis attributed the decline to the lack of crops and changes of marketing methods, with farmers now trucking their grains longer distances.

## Books Received

**NATIONAL TRANSPORTATION PROGRAM**, Supplement No. 2, deals with the injustice to the railroads and shippers of transporting government property at reduced rates, when the railroad companies have paid for the land grants several times over in reduced rates. There is no longer a sound reason why the government should remain a preferred shipper. Paper, 24 pages, by the Transportation Ass'n of America, Chicago, Ill.

**CORN TRADE NEWS**, Golden Jubilee Number, marks the 50th anniversary of the founding of the grain trade's leading statistical journal and contains a review of the events of the past 50 years, a biography of George Broomhall and chapters on modern grain futures trading, an international survey, wheat prices, seeding and harvesting calendar, cereal plant breeding, the effect of cereal research, grain storage, ports and transport, the whole forming an unique encyclopedia of information of 112 pages, 9x12, substantially bound and handsomely illustrated. By the Northern Publishing Co., Liverpool, Eng.; price 7/6 (post free).

**SEED TRADE BUYERS GUIDE and Directory** for 1939 contains an up-to-date and revised directory of growers, wholesalers, exporters and importers of field, vegetable and flower seeds in the United States and foreign countries. Especially valuable is the classified list of all seeds. The Guide also contains lists of manufacturers of all leading lines sold by the seed trade, such as garden tools, peat moss, nursery stock, inoculants, fertilizers, plant foods, pet supplies, sprayers and spray materials; horticultural books, insecticides, bee supplies, baby chicks, poultry supplies, etc. It also contains a directory of the various items used by seedsmen. The book also contains comparative seed price tables for the last 15 years, import and export tables, tariff rates on seeds, planting tables, spraying tables, complete compilation of seed laws for every state, trade marks, seed germination tables, vegetable and field seed production tables, characteristics of field and vegetable seeds, accurate drawings of poisonous plants and other data of vital interest to dealers. Care has been taken in compiling and editing this book to have the data authentic and dependable. Just issued by the Seed World, Chicago, as the 22nd edition, 324 pages, well bound; price \$1.

**Price differentials** based on quantity do not violate the Clayton Act, ruled the U. S. Circuit Court of Appeals at Cincinnati Feb. 16, in favor of Goodyear Tire & Rubber Co. and Sears-Roebuck & Co., overruling an order by the Federal Trade Commission.



# Field Seeds

**Knoxville, Ia.**—A seed store has been opened by Marion and Lloyd Kingery.

**Sheldon, Ia.**—A seed store in charge of T. G. Wheeler of Sioux City will be opened by the Clay County Seed Co., of Spencer.

**Chariton, Ia.**—Edmund Store will have charge of the seed store to be opened here by the Henry Field Seed Co., of Shenandoah.

**Perry, Ia.**—W. Brail Wright, late of Central City, Neb., will have charge of the new seed store opened by the Henry Field Seed Co.

**Grand Island, Neb.**—A seed store employing six persons has been opened here by the Earl E. May Seed Co., of Shenandoah, Ia.

**Nampa, Ida.**—Ray F. Storey, who operates the Storey Hatchery & Seed Co.'s complete seed store, has purchased a large and well-equipped hatchery at Meridian.

**Raleigh, N. C.**—The North Carolina seed law as amended in 1939 specifies the information required on analysis tags, provides a retail license of \$10 and a wholesale license fee of \$25.

**Winnipeg, Man.**—Meetings will be held Mar. 6 to 9 by the associate com'te on grain research and the associate com'te of the field crops division, to hear reports on wheat varieties.

**Lexington, Ky.**—Wm. H. Rogers of Boyle County has been elected a director of the Kentucky Seed Improvement Ass'n in recognition of his efforts in demonstrating the value of the different corn hybrids in Kentucky.

**Winchester, Ind.**—Grass seed business is picking up. It has been very slow, but a few warm days now would give it momentum, and we think bring out a fairly good volume of business.—Goodrich Bros. Co., C. C. Barnes, Exec. Vice Pres.

**Lincoln, Neb.**—An appropriation of \$10,000 annually to some state agency such as the college of agriculture to promote the growing of better crops has been asked of the appropriations com'te of the legislature by the Nebraska Grain Improvement Ass'n.

**Portland, Ore.**—Good stands of Ladino clover on suitable land and properly handled should produce well for four to eight years altho it is almost impossible to keep the stands from getting grassy as they get older, H. A. Schoth, general agronomist of Oregon State college, advises.—F. K. H.

**Green Springs, O.**—Planned as a merchandising aid for its dealers two radio programs directed in the interest of the farmer have been instituted by J. G. Monfort of the O. & M. Seed Co., growers. A planter's time table, catalog and folders on various field and garden seeds are mailed to all readers of the Journal requesting copies.

**Grand Junction, Colo.**—Creditors of the Grand Junction Seed Co. held a meeting Feb. 16 to pass on the report of Jas. E. Ragan, receiver, and to consider sale or continuance of the business.

**Farmers in Indiana** can not sell seed by advertising in circulars or newspapers unless the seed has first been tested and tagged under the state law. A farmer can sell untested and unadvertised seed only to persons who call at his farm and take away the seed.—H. R. Kraybill, state seed commissioner.

**Washington, D. C.**—In Service and Regulatory Announcements No. 24, issued in January, 1939, the Dept. of Agriculture reports seed seizures from April 21, 1933, to January 25, 1938, numbering 12 and including soybeans, alfalfa, red clover, timothy, rye, sorghum, lespedeza and oats, previously reported in Grain & Feed Journals.

**Sacramento, Cal.**—Oregon vetch seed properly fumigated with calcium cyanide will be permitted to enter California, according to quarantine officials. Their announcement constitutes a reconsideration of a former stand in which they had declared that sodium cyanide would be the only fumigant permitted. Since the discovery of the vetch weevil in the Willamette Valley late last summer, California has required fumigation and certification of all Oregon vetch seed.—W.H.B.

**Ames, Ia.**—J. H. Greiner of Keota won the title of corn king of Iowa and was awarded the trophy at the annual banquet of the Iowa Corn and Small Grain Growers Ass'n at Iowa State College Feb. 13 by harvesting 135.18 bus. per acre on a 10-acre field. The Pioneer Hybrid Corn Co. was awarded the banner trophy for performance in the association's 1938 state corn yield test. Pioneer Hybrid 349 made a performance score of 108.74 in the northern section of the state. It yielded 79.38 bushels per acre, 18.4 per cent more than the average of hybrids with which it was compared and 34.5 per cent more than the average of the open-pollinated varieties entered in that area.

**A trick** employed by a purveyor of a so-called inoculant or seed treatment for corn is to display plants with tremendously long root systems that had been pulled up, or dug up, presumably. The seed from which the plant grew had been treated with his treatment, he implied, sometimes declared. Actually, treatment of the seed had nothing to do with the development of the monstrous root systems, which were often as great as six feet long. The plants displayed were hot-house plants. They grew from seed planted in sand, with moisture six feet below the level of the sand, and the roots were so thirsty they just grew down, and down, and down, until they could find moisture.

**The failure of Ceres** as a rust-resistant wheat was shown by Dr. Stakman of Minnesota to be caused by the appearance of a new variety of stem rust, No. 56, in 1928 and its great increase in 1934 just before the 1935 rust epidemic. This form is still the prevalent one, being 71 per cent of all rust in the spring wheat states in 1938. He estimated that 94 per cent of the stem rust found last year was of forms which would not seriously injure Thatcher wheat. However, he found that 20 per cent of the rust was of forms which do attack the durum wheats. He found no increase in the small number of varieties of stem rust which injure Thatcher, so there is as yet no indication of an early failure of Thatcher as a rust-resistant wheat.

**Richmond, Va.**—Now that hybrid corn has been produced in the south with roots deep enough to withstand the drouth and heat, stalks strong enough to withstand severe storms, and shucks long enough to protect the ears, all the southern state experiment stations and many independent breeders are feverishly working to catch up. Many are attempting to grow two generations a year by planting a winter crop in the Florida Everglades.—W. P. Wood, Jr.

**Sacramento, Cal.**—Inspectors for Calapproved seeds are at the peak of their busy season. This type of seed is produced thru a program sponsored by the University of California to provide better crop seeds in the state. It is the duty of inspectors to check seeds brought into cleaning plants from fields certified to grow Calapproved seeds for content of weed seeds, purity and germination. No seed can be sold under this approval if it has more than one tenth of 1 per cent weed seeds. Most seeds run 99.4 per cent in purity and 98 per cent in germination quality. Calapproved seeds are doing much to eliminate weeds in fields and growers are receiving a much better price for such seeds.—W.H.B.

**Minneapolis, Minn.**—Reports received indicate a marked increase in the sale of flax for sowing this year. The principal difficulty is to find sufficient quantities of seed. In North Dakota, for example, the inducement of a good price for flaxseed caused farmers to dispose of most of their stocks last fall. Every effort is being made to provide comprehensive seed lists for prospective purchasers. Our own company is having an unprecedented call for seed flax. In addition to the price factor, there are two inducements to plant flax. First, under the A.A.A., wheat is now in a special category as to acreage allotment. Wheat acreages, therefore, will not interfere with flax acreages for those complying with the soil conservation program. Secondly, the A.A.A. has removed flax from the soil depletion base when planted as a nurse crop. Unfavorable factors in the situation are, first: the fear of grasshoppers, especially in the Red River Valley section; and, second: the development in the same areas last year of rust in flax. Altho agronomists have successfully produced wilt-resistant flax, rust-resistant varieties are scarce.—Archer-Daniels-Midland Co.

## Cash-in two ways!

1. Sell New Improved CERESAN
2. Treat Seed at a PROFIT



**Here's how** you can double your opportunity for New Improved CERESAN profit! First, stock this effective dust for farmers who want to treat their own seed wheat, oats and barley. Second, offer New Improved CERESAN treating service — at good profit — to farmers who lack treating equipment. We supply Seed Treatment Stamps to show the seed has been properly treated. Write today for complete information, suggested treating charges and list of low-cost commercial treaters available. Address Bayer-Semesan Co., Inc., Dept. E1-29, Wilmington, Del.

## Directory

### Grass & Field Seed Dealers

#### CRAWFORDSVILLE, IND.

Crabbs, Reynolds, Taylor Co., clover, timothy.

#### GREEN SPRINGS, OHIO

The O & M Seed Co., seed merchants.

#### PAULDING, O.

Stoller's Seed House, wholesale field seeds.

#### ST. LOUIS, MO.

Mannelsdorf & Bro., Ed. F., wholesale field seeds.



## N-W Spring Wheat Conference

A spring wheat conference was held at Minneapolis Feb. 2 and 3 under the auspices of the Northwest Crop Improvement Ass'n.

S. C. Salmon of the Bureau of Plant Industry presided at the morning session and H. O. Putnam at the afternoon session Feb. 2. R. P. Woodworth, general chairman, was toastmaster at the evening dinner.

E. C. Stakman conducted a round table discussion Friday morning on insects and diseases, and in the afternoon L. H. Waldron told of future plans for test plots and of new varieties of grain.

## Hancock Oat Has Sturdy Straw

Breeding an oat with a lodging-resistant stem has been accomplished by F. A. Coffman, H. C. Murphy and others from the Bureau of Plant Industry of the United States Department of Agriculture, and L. C. Burnett, Iowa State College Agronomist.

**Tall Sturdy Stem.**—This new strong-stemmed strain developed at the Experiment Station and recently named Hancock, is reported by Burnett to have "the strongest and most lodging-resistant stem" of any oat "they have ever seen or heard of."

Because of its reasonably early maturity and its tall, sturdy straw, Hancock should be welcomed by farmers who plant oats as a nurse crop with sweet clover and harvest the grain with a combine.

**Ideal for Combine.**—The varieties now in use as nurse crops usually do not grow tall enough to allow the combine to clip off the ripened oat head and at the same time miss the top of the green clover.

Hancock is highly resistant to stem rust and smut and has sufficient resistance to leaf rust to protect it from most attacks of the disease without serious damage. Yields are only slightly higher than those of the two popular Iowa varieties, Iogold and Iowa No. 105.

Hancock will be released from the college in time for spring sowing in 1940.

## Imports of Forage Plant Seeds

Imports of forage plant seeds during January and during the 7 months ending Jan. 31, compared with the like periods a year earlier, as reported by the Bureau of Plant Industry, were as follows, in pounds:

|  | January 1939 | January 1938 | July 1 to Jan. 31 1938-39 | 1937-38   |
|--|--------------|--------------|---------------------------|-----------|
| Alfalfa                                | 800,900      | 685,300      | 1,641,100                 | 2,595,900 |
| Bluegrass, Can.                        | .....        | 42,000       | 6,800                     | 102,000   |
| Brome, smooth                          | 862,800      | 57,700       | 1,434,900                 | 422,100   |
| Clover, alsike                         | 6,200        | 156,100      | 6,900                     | 532,600   |
| Clover, crimson                        | 17,400       | 32,700       | 4,562,000                 | 1,844,000 |
| Clover, red                            | 22,100       | 1,536,000    | 185,200                   | 3,429,900 |
| Clover, white                          | 524,400      | 278,500      | 1,800,500                 | 1,666,200 |
| Grass, orchard                         | 12,100       | .....        | 1,716,500                 | 89,900    |
| Mixtures, alsike & timothy             | .....        | 30,600       | 32,700                    | 109,900   |
| Mixtures, alsike, timothy & red clover | .....        | .....        | 7,400                     | .....     |
| Rape, winter                           | 731,400      | 597,300      | 5,125,700                 | 3,311,300 |
| Ryegrass, Italian                      | 4,400        | 114,100      | 17,800                    | 872,800   |
| Ryegrass, per'l                        | 54,500       | 247,800      | 298,100                   | 903,600   |
| Vetch, common                          | 13,200       | 65,900       | 881,700                   | 2,369,700 |
| Vetch, hairy                           | 22,000       | 87,500       | 4,620,400                 | 4,551,400 |
| Bentgrass                              | 2,600        | 3,200        | 5,400                     | 11,900    |
| Bluegrass, ann'l                       | .....        | .....        | 7,600                     | .....     |
| Bluegrass, rgh.                        | 95,300       | 104,400      | 506,200                   | 539,600   |
| Bluegrass, wood                        | 200          | 1,300        | 3,900                     | 2,800     |
| Clover, suckling                       | .....        | 10,200       | 49,700                    | 25,800    |
| Dogtail, crested                       | 200          | 4,200        | 300                       | 19,700    |
| Fescue, Chew.                          | 15,500       | 165,000      | 545,900                   | 754,700   |
| Fescue, other                          | 19,200       | 23,800       | 159,000                   | 93,700    |
| Grass, Bahia                           | 200          | .....        | 15,600                    | .....     |
| Grass, carpet                          | .....        | .....        | 12,400                    | 200       |
| Grass, Dallis                          | 21,000       | .....        | 128,000                   | 69,000    |
| Grass, Guinea                          | 800          | .....        | 24,300                    | 1,100     |
| Grass, Jaragua                         | 2,100        | .....        | 2,100                     | .....     |
| Grass, molasses                        | 500          | .....        | 2,200                     | 13,200    |
| Grass, Rhodes                          | 15,700       | .....        | 62,400                    | 22,700    |
| Grass, velvet                          | 3,900        | 2,200        | 24,000                    | 3,600     |
| Medick, black                          | .....        | .....        | 52,500                    | 38,100    |
| Sweetclover                            | 922,000      | 1,956,700    | 7,362,500                 | 7,438,500 |
| Wheatgrass, crested                    | 70,900       | 12,400       | 255,900                   | 63,000    |
| Wheatgrass, slender                    | 47,100       | 2,000        | 65,200                    | 10,000    |

## Kansas Seed Bill

House Bill No. 262, introduced in the Kansas Legislature by Hawkinson and Holmstrom relates to the sale of agricultural seeds, providing for the licensing of seedsmen, revocation of license, appeal from order revoking permit, defining terms, appropriating funds, and prescribing penalties for the violation thereof.

The need of such a bill has been under consideration by the Kansas Seed Council for some time and has been endorsed by a large number of Kansas seed dealers as well as the Kansas State College and the State Board of Agriculture.

In brief, the bill requires the licensing of all seed dealers who will be authorized to pack and label seed offered for sale in Kansas upon the payment of an annual licensing fee of \$5. Exemption would include only farmers selling on their own premises seed grown by them. Other unlicensed dealers, grocery stores, etc., selling seeds would be confined to offer for sale only seeds carrying tags bearing the name and license number of a licensed dealer.

It is believed that the enactment of this bill would prevent a lot of racketeering that has been going on in the seed business by some roadside peddlers.

House Bill No. 284 regulates the sale of hybrid seed corn.

## Avoid Unadapted Spring Seed Wheat

After having conducted variety tests for the past seven years the Northwest Crop Improvement Ass'n cautions farmers against seeding the following four varieties of spring wheat seed:

**Coronation** originated in Canada. The Canadian Board of Grain Commissioners who are responsible for Canadian grain grading do not allow it to grade higher than No. 3 Northern Spring.

Coronation should not be grown for milling purposes because the spring wheat mills cannot produce a high grade flour from it which is acceptable to the consumer.

**Renown** originated in Canada and is not equal to Thatcher in commercial value. It is somewhat low in loaf volume and produces a yellow flour which is not satisfactory to the baker or housewife. The baking strength is below that of Thatcher. Renown is very irregular in its baking qualities which vary with the soil and locality where grown.

**Nordhogen** is not equal to Thatcher in milling and baking characteristics. It is lower in test weight, is lower in loaf volume and somewhat lacking in dough strength. These characteristics make Nordhogen undesirable to the baker who demands a high quality spring wheat flour. It is more like the softer types of wheat used in bread making. It has a broad variation in its milling and baking qualities depending upon the soil and locality where grown.

**Marquillo** originated in Minnesota. It does not blend well with other spring wheats. It produces a yellow flour which is unsatisfactory to the consumer.

Many new rust-resistant spring wheats have appeared recently and little or nothing is known of their commercial value. Some of these are called Canadian 123; Great Northern and New Marq. Any variety that cannot be recommended by an experiment station and the Northwest Crop Improvement Ass'n should be avoided until it has demonstrated itself to be more profitable to the grower as well as of higher commercial

value than our present accepted varieties, Marquis, Ceres, Reward and Thatcher.

Emergency crop and feed loans for 1939 are now being made by the Farm Credit Administration in all the early-planting sections of the South and Southwest and are available in the other districts as needed.

## FUNK'S FAMOUS 'G' HYBRIDS

Outstanding Performance  
Across the Corn Belt

We Buy and Sell  
FARM SEEDS

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## Action Demanded by North Dakota Dealers

[Continued from page 158]

day Seeds and Dakota Maid products; Gustafson Seed Treater.

The daily paper Screenings was much sought, to have made its interesting columns was the top achievement of the visitors.

Fred Douglass, Jack Johnson, and Harold Olson took charge of the R. R. Howell & Co. Exhibit which included Calumet Cups, Head Drive, Pillow block, dockage scale, spout holder, belting, rope.

## California Lien Laws

I. H. Pfaffenberger, attorney, has made a brief survey of the various California statutes covering lien for seed advanced to a grower, or for crop mortgage.

Briefly a lien exists only if made effective on behalf of the unpaid seller of goods who is in possession of them or in possession of part of the goods. An agreement could be made providing for the attachment of a lien upon the seeds after the purchaser has acquired possession of them, actual or constructive, and before such seed is planted.

Chattel mortgage on crop must be in writing, must clearly be entitled a mortgage of crops and chattels or either, must describe the property with certainty, and must be acknowledged and recorded in the county where the personal property is situated. It is good for four years from date of recording and may be renewed. The lien under such mortgage does not attach until the actual planting of the seed as the crops have no potential existence prior to that time.

Confucius, the great Chinese philosopher, began his career as custodian of the granary of the Baron Chi, the official biography stating he "was noted for the fairness of his measures." Later he was given charge of the entire farm and promoted to Minister of Public Works for the government. Then, as now, the grain handler who acquits himself creditably in the public eye can aspire to positions of high trust.

Chicago, Ill.—The Illinois Agricultural Ass'n in convention Feb. 1 objected to the basing of permissible corn acreage under the A. A. A. on acreage devoted to corn on the farm in previous years. The delegates declared the corn loan was unfairly administered and asked exemption from wage and hour legislation. The cost of administering social security legislation was declared to be too high for application to farm labor.

Albany, Cal.—The design for a monolithic concrete structure to house the laboratories, equipment and a staff of 250 persons has been completed for the Western Regional Research Laboratory which will be established here. The U-shaped building will have a 209 ft. front, and two 307 ft. wings, and will be landscaped, with plenty of parking space for the automobiles of the staff and of visitors. Finding new uses for surplus farm commodities is the purpose of this government project, with vegetables, wheat, potatoes, and alfalfa due to receive first attention.

The problem for the future is roughly this: can we in the exporting countries support our present economy if we are to supply only one-third of the total world requirements each year? For the past four years, exclusive of 1938, we have been doing roughly that, but this was due partially to crop failures, drought and conditions beyond control. All these countries have suffered during these short crop years, but if we consider that annual consumption in the world will move very slowly over the 3,800 million mark, then we are to realize that for the first time in history, the world no longer wants all the Canadian wheat that we can grow.—McCabe Bros. Grain Co.

## Crop Insurance

By VANCE M. RUCKER, of Manhattan, Kan.,  
Rep. F.C.I.C., before North Dakota  
Grain Dealers Ass'n

Records indicate that 76% of the loss on wheat production is due to weather over which the farmer has no control. Forty per cent of the loss is due to drouth alone, this leaves 36% due to hail, frost, hot winds or violent wind storms. Twelve per cent is due to plant diseases, and 7.8% due to insects. The last two are more or less partly under the control of the farmer, thru smut control by seed treatment; rust resistant varieties and with insect grass hopper control.

The rate for each farm is established in line with the production and loss record by the A.A.A. of the individual farms, or by survey method in case of no record of the individual farm compared to like farms in the community. The local individual farm rate is not an average rate for the county. The farm has been inspected for compliance with the contract when the contract is delivered. There is a record kept for each county of premiums collected and losses paid, if at the end of two or three years more is paid out than is collected in the county then those rates would have to be increased. If on the other hand more is paid in as premiums than is paid out, then rates can be lowered. It will take time to finally establish fixed rates that are equitable in all instances.

This year most of the premiums have been paid in cash, due to several reasons. The corporation was not ready to accept payment when the farmer had wheat to deliver. The policy is written on ordinary wheat. In the wheat belt a rather large proportion of the farmers had a premium wheat. This meant it was to the farmer's advantage to sell his grain and pay his premium in cash. In other sections small or low grade crops meant the farmer did not have the grain to deliver.

When the corporation receives payment on a policy it immediately purchases the wheat and carries the premium in the form of wheat.

The policy of the corporation is to store as close to the point of origin or where the policies are written as it is possible to actually operate. This again depends on how the market is and other factors. If most of the farmers in an area have protein wheat carrying a market premium wherein they can not afford to deliver the wheat, then it is rather obvious that the corporation can not purchase wheat for storage at that particular point. The contract is written with ordinary wheat, which means it must purchase that grade of wheat. Long term contracts for storage must be made as the wheat may be kept at a particular point two or three years. A good many local houses

cannot tie up their space that long. So far most contracts have been written with federally licensed houses.

Crop insurance guarantees to the farmer 50% or 75% of his average production. This should give him enough income to care for his land and put in another crop. If a grain dealer advances supplies to him he can have the farmer assign the policy. This is for operation of the current crop and does not include an assignment for past indebtedness. There will also be only one assignment recognized by the corporation. This means a bunching of credit to individual thru any source.

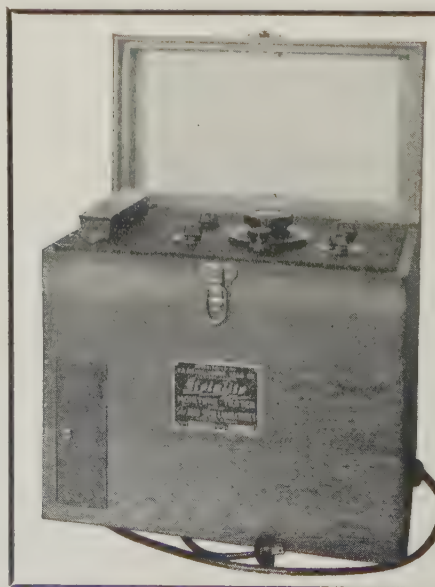
Crop insurance is worked out on definite actuarial tables. It is not a cure-all for all the farmer's ills. There is little question but what certain farms in certain sections will have a rate that is prohibitive. If, however, this is that farm's actual experience over 10 or 15 years, we may have to conclude that here is this the marginal farm about which we have talked for years.

There are now over 100,000 farmers who have paid their premiums. This amounts to over 3,500,000 bushels of grain now in storage as the premium payments. North Dakota has shown its interest because it has over 40,000 applications in process now, which is more than any other state in the United States. This county (Ramsey) here at Devils Lake has the largest number of applications of any county in the State. The question of course is how many of these applications will be converted to policies because after all if the farmer does not sign on the dotted line and pay his premium by delivery of wheat or by cash then he is still not insured. Mr. Gorman, North Dakota state crop insurance supervisor, said that if 50% of the applications were converted to policies then 21,000 North Dakota growers would have a guaranteed income in 1939 on the present loan value of the wheat of \$14,830,605.

Such a stabilizing factor, which is what crop insurance as a part of the whole agriculture program is supposed to be, should be of definite interest to you elevator managers, directors and the local merchants, bankers and other local business people as well as the individual farmer.

The Processing Tax recovery does not go to a buyer of flour from the milling company under the uniform sales contract the U. S. Circuit Court of Appeals at Chicago decided recently in Continental Baking Co. vs. Suckow Milling Co., of Franklin, Ind.

Corn planters will receive a bribe of about 15 cents this year, against 10 cents per bushel last year, from the A.A.A. The acreage allotment payment has been reduced one cent, but this year a parity adjustment payment of 6c will be made.



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## Action Urged on Indiana Bills

Fred K. Sale, sec'y of the Indiana Grain Dealers Ass'n, reports that with the Indiana Legislature one-half thru its 60 day session only two or three bills have been passed by both houses, and there is no question the congestion on the 353 bills introduced in the House and 200 in the Senate is going to be terrible. Mr. Sale writes:

**H. B. 348—The Peddler-Merchant** (trucker) bill was introduced by Representative Leland L. Moore and 9 others. This is a bill in which we are *vitaly interested* and hopeful that it may result in a very material regulation of the itinerant truckers and peddler merchants operating without any permanent place of business, and who have heretofore been able to avoid payment of property tax, store tax, gross income, and many other taxes which the established business has been required to pay. Here is one bill on which dealers should *immediately* write to their Representatives as well as to members of the Cities and Towns Com'ite, in whose hands this bill is now pending. The members of this com'ite are Representatives Max C. Murray, chairman, W. O. Hughes, H. M. Copeland, Guy M. Dausman, G. W. Henley, C. A. Smith, G. H. Vernor, J. Frank Smith, G. R. Slenker, Manford Ferguson, R. H. Heller, Harry Hill, B. F. Harris and J. Earl McCurdy. It is **IMPERATIVE** that grain men immediately write or wire any or all of these Representatives urging the com'ite to approve the passage of this bill.

**S. B. 12. Workmen's Compensation.**—After two or three public hearings the Senate Com'ite has amended this bill and last week reported it to the Senate without recommendations as to its passage. The amended bill establishes a minimum weekly compensation of \$10.01 and a maximum of \$20.90, whereas the present minimum is \$8.80 and the maximum \$16.50. Proponents of the bill predict an increase of 20 to 25 per cent in present rates, while the author admitted approximately a 17% increase. *If dealers do not want this cost increase* inflicted on their business, demand of Senator that this bill be killed. **THIS ACTION IS ALSO IMPERATIVE AND IMMEDIATE ACTION IS NECESSARY.**

**H. B. 43. Wage-Hour Bill.**—The activity of labor leaders the past few days indicates this measure still bears watching and those who have not yet written their Representatives *opposing passage* of this bill with increased costs, should do so in the *next few days*.

**H. B. 216 and 217. Truck Bills.**—The Indiana Supreme Court decision last week upholding the 1937 Gross Weight Tax on trucks as being constitutional, has thrown a monkey wrench in the machinery of these two bills which would repeal the old act, and in its place substitute a more equitable one. Also, which would refund the \$625,000 in license fees paid in last year. The Motor Vehicle Department indicates they will immediately proceed to collect from those who did not pay their Gross Weight Tax last year.

**H. B. 47. Gross Income Tax.**—A favorable report out of the Ways and Means Com'ite on this bill is expected in the next day or so. The bill calls for a reduction of the Gross Income Tax to 1/2 of 1 per cent on retail sales and lowers the exemption to \$1,000 to the retailers who have been paying 1% on retail sales. It is estimated that this will result in about a 43% reduction for the average merchant. Reports of a "strike" on the part of merchants in some localities, were heard of late last week, who declared they would not pay any Gross Income Tax unless the rate is reduced to 1/4 of 1%. Good possibility now that this bill if passed, will be vetoed. We must have a big majority vote for its passage in the House. Write Representatives *today*. It will be up for 3rd reading last of this week. **GET BUSY.**

**H. B. 168. Store License,** providing increased schedules; one store \$10.00; two or three stores \$50.00 each; three to five stores \$100 each, etc. This is considered by many as being far too drastic but opposition *should be indicated* to Senators, by those affected without delay.

**H. B. 185 (Carlson).**—Would require all operators of motor vehicles to carry personal liability and property damage insurance. It is a safety measure and thus a handicap to the itinerant truckers on the highways who are not now covered by these kinds of insurance. Should have your support.

Opposition to and support of certain bills as coming from those of you "back home," carry far more weight than anything we can do here as an individual. *It is up to shippers* to help support those of us who are trying to get constructive and helpful legislation, and that support is *absolutely essential* and *necessary*, if we are to succeed.

The harvest depends largely on the seeds sown.

## N. Y. Proposes Strangling Tax on Gross Business

By G. E. TOLES

Buffalo, N. Y.—Enactment of the proposed state tax of \$2 on every \$1,000 of gross business turnover would drive an appreciable amount of flour milling and grain business out of the state, Fred J. Lingham, president of the Federal Mill, Inc., in Lockport, said in a letter to Governor Lehman.

"Hundreds of thousands of bushels of grain are handled in the Buffalo market on a gross margin of 1/4 cent per bushel," Mr. Lingham said.

"On the basis of \$1 per bushel, this means a gross margin of \$2.50 on a gross turnover of \$1,000. Your proposed tax would be \$2, leaving a gross margin to the Buffalo grain men on such trades of only 50 cents over the proposed tax, which of course, would no more than pay a small fraction of his actual expenses. . . ."

## Make Testing Equipment Uniform

The testing equipment com'ite of the Western Grainmen's Ass'n, appearing before the regular monthly meeting of this organization at Marshall, Minn., Jan. 11, recommended:

1. That the use of uniform testing equipment be made mandatory, especially testing kettles with beams or with scales, and that the use of funnels be required for determining the test weight of grain.
2. That the Minnesota Department of Weights & Measures be required to inspect all testing kettles as to weight and also as to volume.
3. That the use of moisture testers be compulsory in determining the grades of corn and that all corn be purchased on grade.
4. That elevator managers and their assistants be licensed and that a proper penalty be levied for purchasing grain without such license.
5. That legal penalties be provided for wilful overgrading or undergrading of grain.
6. That legal penalties be provided for proven discrimination in buying and grading grain.
7. That it be required by the Railroad & Warehouse Commission that each elevator or grain buyer shall post in a conspicuous place the daily price he is paying for grain.

J. R. Towne, who read the com'ite report, believed that consistent violation of these regulations should lead a grain merchant to loss of the proposed buying license. These recommendations were approved by the ass'n's members, and the com'ite was instructed to place them before the Supervisor of Local Grain Warehouses, and the Minnesota Railroad & Warehouse Commission.

A motion was adopted for appointment of a com'ite consisting of an independent elevator operator, a manager of a line elevator, and a manager of a farmers' elevator, to meet with representatives of other ass'ns to establish fair and reasonable buying margins for Minnesota grain dealers.

Wide variation of shipping and unloading

weights is still a problem. The members charged the ass'n's public relations com'ite with a study of the problem. The revised itinerant truck bill received the ass'n's approval and support.

## Public Not Bound by Wage-Hour Rulings

Calvert Magruder, general counsel of the wage and hour administration, has just issued an interpretative bulletin stating that:

"The statute does not confer upon the administrator any general power to issue rulings including industries within the coverage of the act, or excluding them. Under the act, employments are included or excluded by the terms of the statute itself as interpreted by the courts, and not by the force of any administration action."

"Interpretations announced by the administrator, except in certain specific instances where the statute directs the administrator to make various regulations, definitions, and classifications, serve, therefore, to indicate merely the construction of the law which will guide the administrator in the performance of his administrative duties, unless and until he is directed otherwise by authoritative ruling of the courts."

Thus an employer who complies with a ruling of the administrator at a loss to himself cannot recover his loss if later the courts hold the ruling was not warranted.

## Futures Trading Continues at Low Ebb

The volume of future trading in grain during January was the lowest on record for that month.

No trading in futures was done in January on the licensed contract markets of St. Louis Merchants Exchange, Portland Grain Exchange, San Francisco Grain Exchange and Los Angeles Grain Exchange.

No trading was done in January in barley and flaxseed futures except on the Minneapolis Chamber of Commerce, 416,000 and 515,000 bus. respectively, against 1,087,000 and 314,000 bus. respectively in January, 1938.

Trading on the seven other contract markets of Seattle Grain Exchange, Milwaukee Grain & Stock Exchange, Duluth Board of Trade, Kansas City Board of Trade, Minneapolis Chamber of Commerce, Chicago Board of Trade and Chicago Open Board during January aggregated as follows, in thousand bushels, as reported by the Commodity Exchange Administration:

| GRAIN FUTURES TRADING IN JANUARY |         |         |        |       |         |  |
|----------------------------------|---------|---------|--------|-------|---------|--|
| Market                           | Wheat   | Corn    | Oats   | Rye   | Total   |  |
| Chicago                          | 241,238 | 96,774  | 14,409 | 5,493 | 357,914 |  |
| Chicago                          | 6,266   | 1,248   | 86     | 36    | 7,636   |  |
| Minneapolis                      | 21,025  | 1,780   | 2,910  | 2,539 | 29,185  |  |
| Kansas City                      | 29,648  | 3,641   | ...    | ...   | 33,289  |  |
| Duluth                           | 1,501   | ...     | ...    | ...   | 1,501   |  |
| Milwaukee                        | 213     | 146     | 7      | 14    | 380     |  |
| Seattle                          | 74      | ...     | ...    | ...   | 74      |  |
| Total.                           |         |         |        |       |         |  |
| January, 1939                    | 299,965 | 103,589 | 17,412 | 8,082 | 429,979 |  |
| January, 1938                    | 660,335 | 106,235 | 14,859 | 7,786 | 790,616 |  |

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## Grain & Feed Journals

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# Feedstuffs

Distillers dried grains production dropped to 12,800 tons during January. December production amounted to 14,700 tons. Production for the 7 months ended Jan. 31 aggregated 86,200 tons this season against 82,100 tons in 1937-38.

Alfalfa meal production decreased to 21,000 tons in January compared with 26,000 tons in December reports the Bureau of Agricultural Economics. Production for the eight months ended Jan. 31 aggregated 212,000 tons against 244,000 tons in 1937-38.

Brewers dried grains production totaled 7,000 tons in January, reports the Bureau of Agricultural Economics. This compares with 6,700 tons in December and 6,900 tons in January, 1938. Production for the 7 months ended Jan. 31 totaled 56,000 tons this year against 61,700 tons in 1937-38.

A good dairy mixture, containing 20 per cent total protein, that is suitable to feed with fair quality mixed hay and silage, can be made up from the following purchased ingredients: 700 lbs. hominy feed, 400 lbs. wheat bran, 400 lbs. corn gluten feed, 300 lbs. corn distillers' dried grains, 200 lbs. soybean oil meal.—W. T. Crandall, of Cornell.

Minneapolis, Minn., Feb. 18.—Since the first of the year, prices for linseed cake have declined steadily. Dutch and Belgian crushers are operating their plants at capacity owing to a good demand for linseed oil abroad. U. S. Atlantic Coast mills are running at good volume and the pressure of our cake on foreign markets is substantial. Domestic linseed meal prices are affected by lower values for cottonseed and soybean meal.—Archer-Daniels-Midland Co.

## Mutual Feed Dealers Meet

The Mutual Millers & Feed Dealers Ass'n held its annual meeting Feb. 9 in the Buffalo Hotel, Buffalo, N. Y., with about 150 in attendance of whom 59 were feed dealers, 53 grain dealers and feed millers, while a large number of local grain and feed men attended the banquet.

SIDNEY A. EDWARDS, managing director of the World's Poultry Congress, explained the importance of the Congress in an address which is published elsewhere.

PRES. HOWARD SCHAMEL introduced W. J. McKillen, pres. of the Corn Exchange at the afternoon session, who welcomed the visitors, adverting to improved relationship today compared with 40 years ago, a feeling of cooperation now prevailing among the different branches of the feed industry.

Mr. McKillen called attention to the proposed tax in New York which would levy a tax of two-tenths of 1 per cent on business turnovers of \$2,500 and over per quarter. He said that the Corn Exchange had protested to state senators and assemblymen against the proposed levy and suggested that letters from feed dealers to their representatives in the state legislature would be helpful.

R. M. BETHKE, of the Ohio State Experiment Station at Wooster, suggested the inclusion of iodine in the ration, as New York is in the goiter belt.

E. E. LITTLE, of the Department of Labor, developed a long drawn out discussion as to whether or not the feed business is such a retail business as comes under the Wage and Hour Act. He doubted that they came under the Act, but could not forecast the rulings of the courts.

Oregon Senate Bill 308 is objected to by feed dealers as imposing a tax of \$10 for each animal remedy sold. The definition of livestock remedy includes all preparations advertised to be beneficial for the cure or mitigation of animal, fish or poultry disease.

Hay may be stored directly in a silo without curing in the field by treatment with a derivative of phosphoric acid developed by the Monsanto Chemical Co. that prevents spoilage or spontaneous combustion, while adding to the fodder some nerve and bone-building material.

## Feed Legislation in Washington State

Floyd Oles, manager of the Pacific Northwest Feed Ass'n, is keeping close watch of the progress of feed legislation in Washington State. He reports introduction of the following bills:

H.B. 151.—Screenings bill prohibits the sale or transportation of materials containing foul weed seeds. I have already asked for certain amendments, since the bill as written would have prevented the transportation of grains and hay. The amendments confine it strictly to screenings.

H.B. 59.—A drug bill provides that no "shopkeeper" can sell "any commonly used patent medicine or proprietary medicine, drug, nostrum, ointment, or preparation" in any community where there is a drug store.

S.B. 170 increases the personal property exemptions for farmers.

S.B. 8.—Repeal of the egg law. This bill passed the Senate the other day, amended so as to retain egg grading but to kill egg labeling. These amendments were proposed and supported by the Washington Co-operative Egg & Poultry Ass'n. The effect will be, since the money is removed, to practically kill enforcement of the egg law.

The new dairy code has not yet been introduced. This bill is being considered by House Dairy and Livestock Com'te. It seems to be favored by the dairy interests, and deserving of support.

H.B. 160.—The chain store licensing bill has no chance of passage.

H.B. 226 would provide that no person can sell or offer for sale any agricultural commodities except grains unless he is the owner thereof, has a mortgage on the goods, or is the exclusive agent of the producer.

H.B. 87 validates the compensating tax of 2% on goods purchased outside the state, and is retroactive to May 1, 1935. It will probably go through as is unless opposed.

Motor vehicle law amendments, especially to more carefully defined "private carriers," appear to be in the offing.

H.B. 351, we earnestly hope and believe, is now in a shape satisfactory to all persons interested. It re-enacts the present law in most particulars, re-defines fertilizers as requested by fertilizer men, adds "canned dog foods," licenses all feed dealers as well as all feed brands, and in general conforms to the ideas and advice of our Board of Governors and of the Department of Agriculture, aided by advice of the State College. It is a good bill and we ask dealers to express themselves favorably about it to any friends in the legislature. Time is short and help in getting legislation moving at this time will be valuable. We believe that there is no opposition to this bill, but active support is needed.—Floyd Oles, mgr., Pacific N.-W. Feed Ass'n.



## Effect of Vitamin D on the Calcium-Phosphorus Ratio

In nutrition literature there are several reports on the optional calcium-phosphorus ratios for different species of animals. Dunlop gives 0.77:1.0 as the ratio for swine rations, while Bethke, Edgington and Kick suggest ratios of 1:1 to 2:1 for the same species. There are five papers giving the ratio for chicks, and they are quite variable. Bethke, Kennard, Kick and Zinzalian, Hart, Scott, Kline and Halpin, and Marq and Devuyt report ratios of 2:1 and 4:1 for chicks, while Holmes and Pigott and Wilgus give us ratios of 1:1 and 2:1. Experiments with the growing rat by Bethke, Kick and Wilder indicate a ratio of 1:1 and 2:1. For reproduction in the rat Cox and Imboden report a ratio of 1:1 and 2:1, which is the same as for the growing rat.

In many of the experiments designed to determine the optimal calcium-phosphorus ratio for a given species, vitamin D has not been added to the ration. It is granted that such an omission can be defended on certain scientific grounds, but the results have less practical application as good feeding practices include an adequate amount of vitamin D or exposure to the ultraviolet light of the sun. When vitamin D is present the animal organism seems to respond equally well on rations with variable calcium-phosphorus ratios. This point is admirably substantiated by the work of Dutoit, Malan and Greenwald with calves. Thruout a period of nine months calves grew as well and were in as good condition on rations containing 5.5 parts of calcium to 1 part of phosphorus as on 1.2 parts of calcium to 1 part of phosphorus when vitamin D was provided. Mitchell and McClure report that "similar observations have been made with chicks."—B. W. Fairbanks, University of Illinois, in North American Veterinarian.

## Feed Prices

The following table shows the closing bid price each week for March futures of standard bran and gray shorts, spot cottonseed meal and No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

|              | Minneapolis |       | Kansas City |        |
|--------------|-------------|-------|-------------|--------|
|              | Bran        | Midss | Bran        | Shorts |
| Nov. 26..... | 15.00       | 15.50 | 14.00       | 16.20  |
| Dec. 3.....  | 15.50       | 15.50 | 14.00       | 16.60  |
| Dec. 10..... | 16.00       | 17.00 | 15.00       | 17.00  |
| Dec. 17..... | 16.75       | 17.50 | 14.90       | 17.40  |
| Dec. 24..... | 16.50       | 17.25 | 14.90       | 17.40  |
| Dec. 31..... | 17.50       | 18.25 | 15.35       | 17.50  |
| Jan. 7.....  | 19.00       | 18.50 | 15.70       | 18.00  |
| Jan. 14..... | 18.25       | 18.00 | 15.50       | 18.25  |
| Jan. 21..... | 18.50       | 18.50 | 15.60       | 18.10  |
| Jan. 28..... | 18.00       | 18.00 | 15.25       | 18.15  |
| Feb. 4.....  | 17.50       | 17.50 | 15.80       | 18.25  |
| Feb. 11..... | 17.00       | 17.00 | 15.10       | 17.75  |
| Feb. 18..... | 17.50       | 17.50 | 16.10       | 18.70  |

|              | St. Louis* |        | Chicago  |       |
|--------------|------------|--------|----------|-------|
|              | Bran       | Shorts | Soybeans | Meal  |
| Nov. 26..... | 17.50      | 18.25  | 75½      | 25.20 |
| Dec. 3.....  | 17.25      | 18.50  | 77½      | 25.00 |
| Dec. 10..... | 18.30      | 19.25  | 82       | 26.00 |
| Dec. 17..... | 18.00      | 19.35  | 81       | 26.70 |
| Dec. 24..... | 18.15      | 19.25  | 81       | 26.50 |
| Dec. 31..... | 18.50      | 19.60  | 82¾      | 26.70 |
| Jan. 7.....  | 19.00      | 20.00  | 84½      | 26.70 |
| Jan. 14..... | 18.90      | 20.40  | 85       | 26.20 |
| Jan. 21..... | 18.90      | 21.25  | 83¾      | 26.00 |
| Jan. 28..... | 18.25      | 20.25  | 82¾      | 25.70 |
| Feb. 4.....  | 19.15      | 20.25  | 80¾      | 25.20 |
| Feb. 11..... | 18.50      | 19.65  | 80¾      | 24.00 |
| Feb. 18..... | 19.10      | 20.75  | 82½      | 24.20 |

|              | Ft. Worth  |       | Memphis |       | Kansas City  |  | Chicago |  |
|--------------|------------|-------|---------|-------|--------------|--|---------|--|
|              | Cottonseed |       | Meal    |       | City Alfalfa |  | Corn    |  |
| Nov. 26..... | 27.00      | 22.25 | 27.00   | 19.00 | 49½          |  |         |  |
| Dec. 3.....  | 27.00      | 22.35 | 27.00   | 19.00 | 49           |  |         |  |
| Dec. 10..... | 27.00      | 22.50 | 27.00   | 19.00 | 53½          |  |         |  |
| Dec. 17..... | 27.00      | 23.25 | 27.00   | 19.00 | 51½          |  |         |  |
| Dec. 24..... | 27.00      | 23.00 | 27.00   | 19.00 | 52¼          |  |         |  |
| Dec. 31..... | 27.00      | 23.00 | 27.00   | 19.00 | 53           |  |         |  |
| Jan. 7.....  | 27.00      | 23.00 | 27.00   | 19.50 | 53¾          |  |         |  |
| Jan. 14..... | 27.00      | 23.00 | 27.00   | 19.75 | 52¾          |  |         |  |
| Jan. 21..... | 27.00      | 22.50 | 27.00   | 19.75 | 52           |  |         |  |
| Jan. 28..... | 27.00      | 22.25 | 27.00   | 19.50 | 51           |  |         |  |
| Feb. 4.....  | 27.00      | 22.00 | 27.00   | 19.50 | 49½          |  |         |  |
| Feb. 11..... | 27.00      | 21.50 | 27.00   | 19.50 | 48           |  |         |  |
| Feb. 18..... | 27.00      | 21.50 | 27.00   | 19.50 | 49           |  |         |  |

\*St. Louis bran, basis Chicago delivery; shorts St. Louis delivery.

## Vitamin D Requirement of Calves

The results of two series of experiments are summarized. In the second series, from which the principal conclusions are drawn, four groups of calves, respectively, received 0, 100, 300, and 500 U. S. P. units of vitamin D daily per 100 lb. of live weight as supplements to a low vitamin D basal diet from birth to about 7 mo. of age, vitamin D being supplied from cod-liver oil for one-half of each group and from irradiated yeast for the other half. The responses were measured by blood calcium and phosphorus determinations, X-ray observations on the epiphyseal cartilage at the distal end of the ulna, line tests on the distal end of the ninth rib, and bone ash determinations. The amount of Vitamin D supplied in the basal diet (about 135 U. S. P. units daily per 100 lb. of live weight) was not sufficient to prevent rickets in calves.

About 300 U. S. P. units per day per 100 lb. of live weight was the minimum protective level for growth, well-being, and proper calcification of bones of calves 7 mo. of age. Unit for unit of vitamin D, cod-liver oil and irradiated yeast were equally effective sources of this factor for calves.—Pensylvania Sta. Bull. 364.

## Soybean Oil Meal

By J. W. HAYWARD, of Soybean Research Council.

Soybean oil meal is the major product of the soybean processing industry. In fact some 98 per cent of the output is used as a protein feed for poultry and livestock, dairy cattle being the largest consumers. During the last ten years, the amount of soybean oil meal consumed by dairy cattle has increased rapidly. It has become one of the most popular protein concentrates.

Its popularity is justly deserved because it is unusually palatable, supplies protein at lowest cost, has a high protein digestibility coefficient, and its proteins lead the parade of other concentrates in nutritional completeness.

Figures now available indicate that in the crop year (Oct. 1 to Sept. 30) of 1938-1939, the production of soybean oil meal will exceed sixty-eight times the amount produced in 1927-1928, or in excess of 920,000 tons. About half this amount will be used in feeds for dairy cattle.

Soybean oil meal contains proteins which are 85 per cent digestible to dairy cattle, whereas the protein of choice cottonseed meal is 81 per cent digestible. In addition to its high degree of digestibility, the protein of soybean oil meal is more complete than the protein of other concentrates of vegetable origin in its content of the amino acids essential for growth, milk production, and body repair.

Soybean oil meal exerts a beneficial effect upon dairy cattle. There need be no fear of causing scours in cattle, or fear of producing soft undesirable butterfat, as is the case when whole or ground soybeans are fed at high levels. Soybean oil meal is also preferred to raw soybeans for calves and young growing heifers, because the meal is properly cooked which gives its protein a high feed value.

The C.C.C. has extended from Feb. 28 to Apr. 15 the time for acceptance of wool loans. As of Dec. 31, 1938, when the loan program expired, loans had been made of \$14,916,065.09 upon 82,587,824 net grease pounds.



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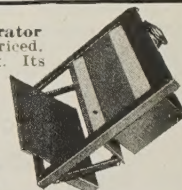
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Printed on enamel book paper from large type and well bound in cloth. 5¼x7¼ ins., 480 pages, 33 chapters, and 200 engravings. Weight 2 lbs. Price \$2.50, plus postage.

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# Poultry Feeds and Feeding

## Additional Protein, Mineral and Vitamins

By W. E. KRAUSS, Ohio Agricultural Exp. Sta.

Consideration must be given to several vitamins when dealing with the adequacy of poultry rations. This is due not only to the fact that chickens consume relatively little roughage, but because more intensive studies have been made of the vitamin needs of this species.

When birds are confined or have access to a bare yard, 50 per cent of the total ration must consist of yellow corn and 5 per cent or more of a good quality, green-colored alfalfa meal, to insure an adequate intake of vitamin A.

When birds are not exposed to direct sunlight, vitamin D becomes a limiting factor and a fish oil or fish oil concentrate must be added to meet their vitamin D needs.

Vitamin G (riboflavin) is required by poultry and may be deficient in rations for starting chicks or laying birds unless 5 per cent or more of a milk product or its equivalent are included even though the birds have access to green forage. A similar ration is needed when chicks and layers are confined and in addition 5 per cent of a high quality legume meal.

Chickens also require vitamins B, E, K, and P-P (nicotinic acid), as well as the chick anti-dermatosis and the anti-encephalomalacia factors, but, so far as is now known, none of these are deficient in practical poultry rations.

## Poultry Congress on Sound Financial Footing

Exhibitors are flocking to the World Poultry Show faster than anyone had expected. Money received from exhibits is being segregated and kept as a reserve with which to put on the show. As this article is written, in this reserve fund there is \$42,456.81. More money will, of course, be received from exhibitors, and the management now feels certain that no matter what happens, the World's Poultry Congress at Cleveland, O., July 28 to Aug. 7, will have an exposition and a program worthy of international attention.

A finance com'te has been set up to cooperate with the office of the managing director. This com'te consists of Glenn H. Campbell, chairman, working with L. S. Tenny, treasurer, and E. B. Heaton as third member of the com'te. All purchases are made by written requisition, which must bear the signature of the managing director and one member of the finance com'te. All money is paid out on written authorization and funds are kept in Chicago under the supervision of Lloyd S. Tenny, treasurer.

One of the questions frequently asked has been, "Does the Congress owe any money?" There is an outstanding debt of \$11,200.00, which represents a loan from the Cleveland Corporation. The latter group had guaranteed to loan up to \$25,000 to get the Congress started, but by the time \$11,200 had been drawn, the Congress was on its financial feet and additional money was not necessary; which indicates the careful financial basis on which operations have been proceeding.

Eleven states have reported appropriations for W. P. C. participation. They are as follows:

Pennsylvania, \$10,000; Illinois, \$10,000; Minnesota, \$5,000; Maine, \$4,000; Massachusetts, \$5,000; Ohio, \$25,000; Louisiana, \$9,000; Oregon, \$3,000; Virginia, \$5,000; New Jersey, \$7,500; West Virginia, \$500 preliminary fund.

Bills are pending in many states and in some cases local organizations are raising funds.

About one-third of the 180 papers to be given at the World's Poultry Congress will be by scientists from foreign countries, according

to Berley Winton, chairman of the Scientific Program Com'te. Titles have been suggested by men from the following countries, in addition to the United States:

Bulgaria, Canada Czechoslovakia, Denmark, Egypt, England, Estonia, Finland, Germany, Holland, Hungary, Ireland, Italy, Japan, Palestine, Poland, Rumania, Scotland, Union of South Africa, and Sweden.

The United States is represented in the list of authors and titles by scientists from twenty-one states, the United States Department of Agriculture, the Department of Commerce and the Farm Credit Administration.

## The World's Poultry Congress

By SIDNEY A. EDWARDS, managing director of the World's Poultry Congress, before the Mutual Millers & Feed Dealers Ass'n.

No one in the poultry and egg industry has a bigger interest than the feed manufacturer and distributor, because 56 per cent of the poultry and egg dollar goes for feed. The industry controls over \$1,000,000,000 annually. There are 5,500,000 farms in the United States on which poultry is raised. More poultry, according to government statistics, is in the hands of the general farmer than among specialized poultrymen.

What the success of the exposition means to the feed dealer and miller, with his 56 per cent interest in the industry, can perhaps best be seen in the case of the last exposition, held in Canada. Canadians report that, as a result of the exposition and the interest aroused among consumers from its publicity, poultry and egg consumption was increased 30 per cent. A better price was secured for poultry and eggs. If, as a result of the Cleveland exposition, we can increase consumption in the United States by only 15 per cent, it won't take much figuring to realize what it will mean to you in terms of increased feed dollars.

This exposition will not be held again for another generation. There will be 60 countries represented at the Cleveland congress and everything indicates an attendance of at least 500,000 people. Our government will spend \$100,000, while we, as individuals and organizations, are raising \$500,000 more. Some exhibitors are paying as high as \$5,000 for their spaces. We intend to issue a national honor to all who contribute \$10 and over to this exposition, which will be a "Who's Who in Poultry."

## Manganese Content of Poultry Feed

Perosis was consistently produced in a high percentage of experimental chicks by feeding either a high mineral content ration in which bonemeal was added to an otherwise satisfactory ration or a ration containing a high percentage of corn and consequently low in manganese content. Increasing the manganese content of either type of ration prevented the occurrence of perosis in most instances.

The minimum manganese requirement of chicks was determined to be about 40 p.p.m. in the ration, but excess mineral in the diet necessitated a higher level. More than 40 p.p.m. of manganese in the laying ration was of no further advantage with respect to production, fertility and hatchability of eggs, embryo mortality, or number of weak and crippled chicks.

The manganese content of a large number of ores and manganese-bearing compounds is reported, and with the exception of rhodonite and rhodochrosite these proved satisfactory sources of manganese in the chick ration. The manganese content of a wide variety of feeding stuffs is also reported. The manganese content varied with the plant species as well as with

the fertility and acidity of the soil on which the plants were grown and the stage of maturity when harvested.—Michigan State Bull. 159.

## "Protein" an Indefinite Term

By B. W. FAIRBANKS, Ph.D., University of Illinois

Proteins are of importance in nutrition and their study is very complicated. While their elementary composition is rather simple, it is impossible to discuss proteins in definite chemical terms. Variations in their physical properties do permit a satisfactory classification of these high molecular weight and complicated compounds. The building stones of the proteins are the amino acids and these have been identified and their chemistry worked out.

The study of protein nutrition is in reality a study of the amino acids. The chemical determination of proteins in feeds and tissue is accomplished by analyzing for nitrogen and multiplying the results by a factor which expresses the protein and nitrogen relation. This does not give a scientifically accurate measure of the protein content of the sample as some of the nitrogen is present in non-protein form.

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## GRAIN & FEED JOURNALS Consolidated

### Progress of Board of Trade and Cargill Trial

Proceedings in the hearings by the Commodity Exchange Commission of charges brought by Cargill, Inc., against the Chicago Board of Trade, now in their third month, are summarized by Cargill, Inc., as follows:

The Board of Trade is being charged with having violated the Commodity Exchange Act, first, by changing for one day only their rule requiring notice of intention to deliver as stipulated in the Act, and, secondly, with having manipulated prices downward by giving mandatory orders to sell regardless of price to Cargill, Incorporated, and its subsidiary company, by the Business Conduct Com'te of the Chicago Board of Trade.

The high point in the hearings has been the discovery that the effect of the change in rule regarding time of delivery had been to transfer approximately ten cents per bushel on nearly 400,000 bus. of grain out of the pockets of Cargill into the pockets of others. Exhibits have been introduced giving information secured on subpoenas showing that the directors themselves, who voted unanimously in favor of this change in rule for one day only, were interested to the extent of more than fifty per cent of this for their own firms and of another twenty-five per cent in behalf of customers of their firms. The testimony also showed that Cargill had not been invited to appear, and the minutes of the Directors of the Board of Trade reveal that no discussion had taken place on this resolution; whereas the minutes explained that considerable discussion had taken place with reference to an appropriation of \$35 for the Cotton Com'te.

Testimony was introduced to show that Cargill's contracts in the three instances in which the Board issued mandatory orders to sell regardless of price, were properly acquired as being incidental to the successful prosecution of its normal merchandising business.

It was also shown that the effect of the mandatory orders to sell (not accompanied by any orders to short sellers to buy) had resulted in depressing the price to levels below what would otherwise have prevailed, at a cost of many millions of dollars to farmers and a severe loss to distributors.

Cargill has introduced approximately 200 exhibits, many in the form of charts illustrating the economic conditions prevailing at the time of these various orders and their economic consequences.

Among these exhibits were charts showing the minute-to-minute fluctuations in price for the closing days of trading of September corn in September, 1937. These showed that prices for September corn during this period responded not to factors of supply and demand but to rumors of action by the Business Conduct Com'te. One of these charts, that for Saturday, Sept. 18, and another showing prices on Monday, Sept. 20th, showed a precipitate 13 cent per bushel decrease in the price of September corn apparently connected with a telephone conversation between Dr. J. W. T. Duvel, chief of the Commodity Exchange Administration, and Mr. Kenneth Templeton, president of the Board of Trade. Testimony also showed that on those days Cargill's trading was of negligible proportions and that no sudden change in the factors of supply and demand had taken place. Another exhibit, that for Friday, Sept. 24th, showed that the price had declined nearly 6 cents following rumors of the issuance of a mandatory order to Cargill to sell, regardless of price, 1,040,000 bus. of September corn in less than four hours' time, while the price rose vertically 5 cents when news was received of Cargill's refusal to obey the order of the Com'te.

Cargill's president, John H. MacMillan, Jr., has been on the stand almost continuously from the beginning of the hearings until now.

On direct examination he testified that intention to make or receive delivery was an essential requisite of Board of Trade contracts as

revealed by countless court decisions, if these contracts were not to be held illegal as a form of gambling.

Mr. MacMillan also testified that interference with the performance of properly acquired contracts had the inevitable effect of converting the Board of Trade into a gambling institution.

He testified further that where performance of these contracts was interfered with by self-interested committees of competitors at their own convenience or discretion, that then this made future trading a dishonest form of gambling.

Beginning Jan. 9 Mr. MacMillan, Jr., was cross-examined by counsel for the Board of Trade.

E. J. Grimes, vice-president of Cargill, Incorporated, testified as the next witness. He testified that Cargill had endeavored to work in closest cooperation with the Commodity Exchange Administration.

Philip C. Sayles, also vice-president of Cargill, Incorporated, testified as the next witness to the "phony" nature of the meetings and minutes of the Business Conduct Com'te during the September, 1937, Corn Incident, when it was shown that a majority of the Committee were irregularly appointed and that the minutes were either incomplete or false in important particulars.

### Look Out! Check Swindle

Grain dealers handling coal in Indiana have been victimized by a plausible story told by a stranger pretending he was moving into town to a vacant house to which he desired coal delivered.

He tenders a check apparently issued by the owner of the vacant property in payment and asks that the balance be given him in cash. The dealer delivers the coal only to learn that the bank refuses the check as a forgery. The coal is recovered but the crook has skipped town with the cash.



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Spontaneous ignition fires are increasing. The extended use of brewers' grains, distillers' grains, gluten feeds and all types of molasses mixed feeds is responsible. The increase in storage of these products in bins in bulk adds to the hazard. The answer is purchase only on moisture content guarantee and temperature readings in the bins after storage. The arrangement for temperature readings may be an automatic system or may be arranged with pipes and facilities for lowering thermometers in the pipes.

At the first sign of heating of any of these grains the product should be removed entirely from the premises. A great many properties are being destroyed from failure to observe these precautions.

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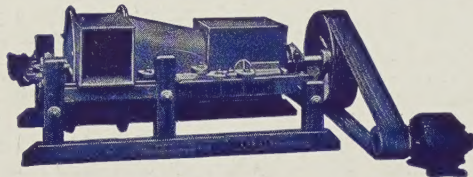
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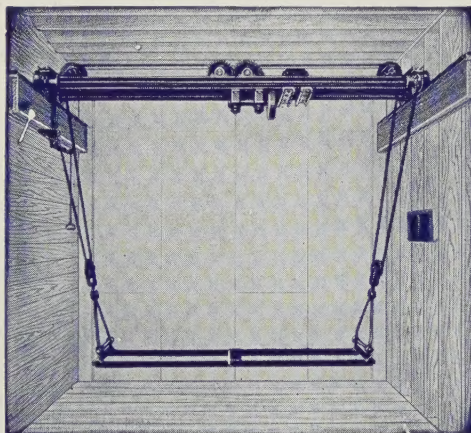


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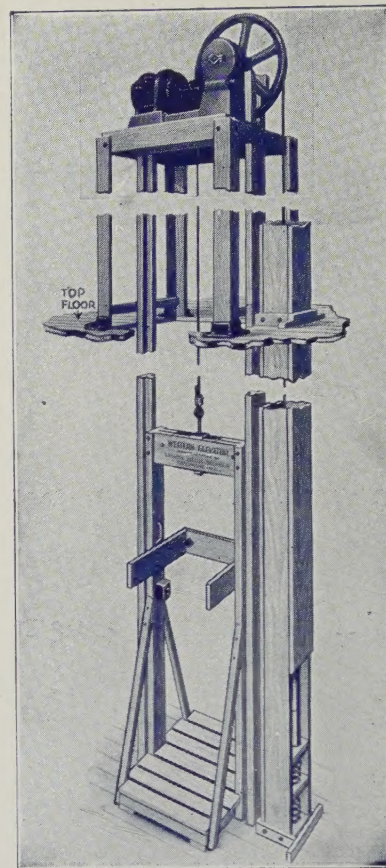
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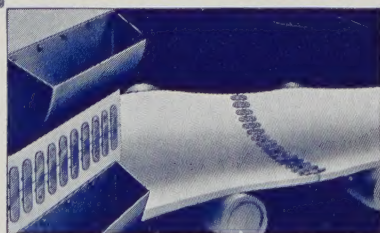


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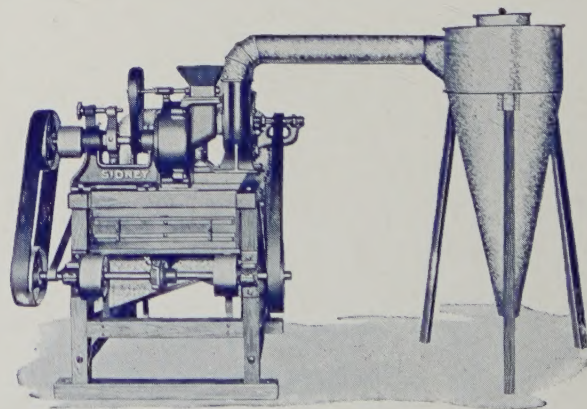


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